

Country Intelligence Report

China



MARCH 2004

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Country Intelligence Report

No. 08-04 March 31, 2004

CHINA

Enclosed is a Country Intelligence Report on CHINA. An executive summary appears at the beginning of the report. Please contact AMT's Strategic Information and Research Department at 1-800-524-0475 if you have any questions or comments.

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Executive Summary

The transformation of the Chinese economy in the last two decades has been nothing short of miraculous. Its leadership's decision to adopt a more pragmatic approach in reducing the role of ideology in economic policy has been the main stimulus for growth. As such, economic policy now emphasizes raising personal income and consumption and increasing the size of China's manufacturing base.

In 2003, China was the world's fourth largest producer of machine tools and more importantly for AMT members, the world's number one consumer. Given that, it could be argued that China is the most important market for U.S. machine tool manufacturers.

It is not just the machine tool industry and market that has seen such rapid expansion. In 2002, China had the world's 7th largest economy in terms of nominal GDP and the world's 2nd largest economy in terms of GDP PPP.¹ After reduced real GDP growth in the first half of 2003, the economy grew by a whopping 9.9% in the fourth quarter. Moreover, the IMF projects 7.5% growth in 2004 (a conservative forecast) and the Economist Intelligence Unit, a more optimistic forecast, projects growth of 8.7% in 2004 and 8.0% in 2005.

In spite of China's success, economic progress remains uneven and growth in the coastal cities far outpaces that in China's interior. Also, growing unemployment and mounting government debt need to be addressed. The most acute and most sensitive of China's economic problems, however, is the corruption and lack of reform to its loss-making state-owned industries, banking sector and other financial institutions.

In 2003, China's machine tool consumption amounted to some \$6.6 billion, a 27% increase over 2002, a 109% increase over 1999 and 50% higher than its nearest rival Germany. That year, the mainstay of Chinese metal cutting machine tool imports was machining centers, lathes, grinding machines and milling machines. The mainstay of metal forming machines was forging machines and presses.

China's machine tool production also increased significantly in 2003. According to Gardner Publications Inc., estimated output was up 24% at \$2.9 billion. The mainstay of Chinese production is lathes.

In terms of end user industries, China's economy is also booming. The automobile and auto parts industries have grown enormously in recent years, as have the medical equipment and the telecommunications equipment industries. The other industry that shows tremendous growth potential is the aerospace industry, which is preparing itself to manufacture a regional jet.

¹ Purchasing Power Parity (PPP) is the amount of one country's currency (in this example China) required to buy goods equivalent to what can be bought with one unit of another currency in the base country (in this case the United States). GDP PPP gives China's GDP in U.S. terms, if good in China were to cost the same that they cost in China.

Chinese Economy

By all accounts, the Chinese economy is expanding by leaps and bounds. In 2002, China had the world's 7th largest economy in terms of nominal GDP and the world's 2nd largest economy in terms of GDP PPP¹ (second only to the United States). After reduced real GDP growth in the first half of 2003, the economy grew by a whopping 9.9% in the fourth quarter. Moreover, the IMF projects 7.5% growth in 2004 (a conservative forecast) and the Economist Intelligence Unit, a more optimistic forecast, projects growth of 8.7% in 2004 and 8.0% in 2005.

Table 1
Economic Indicators for China, 1999 - 2002

	1999	2000	2001	2002	2003	2004f	2005f
GDP (bn\$)	991.4	1,080.8	1,175.8	1,266.1	1,372.0	na	na
Real GDP Growth (%)	7.1	8.0	7.5	8.0	9.1	8.7	8.0
GDP Per Capita (\$)	788	853	921	986	1,062	na	na
GDP Per Capita, PPP (\$)	3,684	4,029	4,391	4,912	5,362	na	na
Inflation (%)	-1.4	0.4	0.7	-0.8	0.8	3.0	2.0
Unemployment (%)*	3.1	3.1	3.6	4.0	4.5	4.6	na
Gross International Reserves (bn\$)	154.7	165.6	212.2	286.4	na	na	na
Foreign Debt (bn\$)	151.8	145.7	170.1	180.0	na	na	na

Source: IMF; Asian Development Bank; Economist Intelligence Unit

Notes: f=forecast; *=refers to unemployment in urban areas only

In spite of China's success, economic progress remains uneven with growth in the coastal cities far outpacing China's interior. Also, growing unemployment, and mounting government debt need to be addressed. According to experts, unemployment runs as high as 18% in rural areas.

Overdependence on foreign exports and FDI also ranks high among its problems; however, social stability is the Chinese government's number one priority. The government believes that high growth (at least 7% a year) is essential if the country is to avoid an explosion of discontent among the unemployed and fear that a large decrease in China's exports or foreign investment inflows could severely inhibit such growth.

The most acute and most sensitive of China's economic problems, however, is the corruption and lack of reform to its loss-making state-owned industries, banking sector and other financial institutions. For instance, China recently announced that it would be recapitalizing its banking sector for the third time. The transfer of the money from foreign-exchange reserves to individual banks will fund the \$45 billion cost.²

² See <http://www.economist.com/countries.China/profile.cfm?folder=Profile-Forecast> and "Banks Skirt China's Credit Crackdown," *Wall Street Journal*, March 1, 2004.

China's transformation is due to the Chinese leadership's decision to adopt a pragmatic perspective on many political and socioeconomic problems. The role of ideology in economic policy sharply decreased under Jiang Zemin's leadership. Today, the government emphasizes raising personal income and consumption, and increasing manufacturing productivity. The Chinese government also focuses on international trade as a major vehicle for economic growth.

Chinese Politics

The Chinese Communist Party (CCP) ultimately controls every facet of the government and remains the only recognized political party (although eight registered small parties exist that are controlled by CCP). The move towards a less rigidly controlled economy could possibly lead to a more liberalized political system in the future.

The National People's Congress (NPC) is the supreme legislative body in the People's Republic of China (PRC). It exercises the state power of legislation by making decisions on important issues in national life. The NPC also elects the leading personnel of the highest state organs of the People's Republic of China. The NPC meets once a year, and its members are elected for a term of five years. When the NPC is not in session, its permanent organ, the Standing Committee, exercises state power.

The President and General Secretary of the Central Committee of the Communist Party heads the executive branch of the government. The President's powers include appointing and removing members of the State Council, receiving all foreign diplomatic representatives on behalf of the People's Republic of China, and ratifying treaties and important agreements reached with foreign states. The Premier, who runs the day-to-day business of the government, heads the State Council.

The CCP convenes a congress to pick a new leadership corps every five years. The changing of the guard has added significance this year because of the wholesale retirement of the so-called Third Generation, or cadres in their early '70s. Chinese President Jiang Zemin and five other senior leaders began the transition of handing down their positions to their successors in November 2002. Hu Jintao is replacing Jiang as General Secretary of the communist party, China's de facto leader, and was elected President of the PRC in March 2003.

Former Vice-President Hu Jintao will need to move fast to consolidate power and build up a national stature. The handover of power to the younger generation will remain in transition for some time because Jiang Zemin is expected to remain very much the power behind the throne.

The Chinese Machine Tool Industry & Market

In 1997, China was the 7th largest machine tool producer in the world; by 2003, just six years later, it was the world's fourth largest producer, only marginally lagging behind Italy and producing 30% more machine tools than the United States in terms of dollar value.

China's production primarily focuses on the domestic market, approximately 87% in 2003; however, exports still amounted to some \$310 million. Moreover, according to the U.S. Department of Commerce, U.S. imports of Chinese machine tools in 2003 were valued at more than \$70 million.

A primary goal of the tenth Five-Year Plan (2000-2005) is for China's machine tool industry to meet domestic demand with machines manufactured in China. The plan consists of two steps. Step one is to continue to reorganize the domestic machinery industries structure. The second step is to prepare a strong underpinning for maximal machinery industry development in the next Five-Year Plan (2006-2010). It also calls for the development of more CNC machine tools to increase internal productivity and increase the number of machines exported.

Table 2
Chinese Machine Tool Market, 1994 - 2003

In Millions of U.S. Dollars

Year	Production	Imports	Exports	Consumption	% Import Penetration	Exports as a % of Production
1994	\$1,500.2	\$2,060.6	\$242.0	\$3,318.8	62.1%	16.1%
1995	1,857.0	2,200.7	274.3	3,783.4	58.2%	14.8%
1996	1,742.0	2,522.3	253.9	4,010.4	62.9%	14.6%
1997	1,700.0	1,584.6	281.5	3,003.1	52.8%	16.6%
1998	1,893.0	1,390.8	235.1	3,048.7	45.6%	12.4%
1999	1,864.0	1,507.4	227.4	3,144.1	47.9%	12.2%
2000	2,259.0	1,890.3	299.0	3,850.3	49.1%	13.2%
2001	2,623.0	2,405.9	290.2	4,738.7	50.8%	11.1%
2002	2,350.0	3,150.5	313.5	5,187.0	60.7%	13.3%
2003	2,910.0	4,134.3	379.4	6,664.9	62.0%	13.0%

Source: CMTBA; Gardner Web

The growing sophistication of the local industry has gained market share for itself domestically and internationally in the past decade. However, the Chinese machine tool percentage of Chinese consumption has been declining in recent years. China's entry into the WTO will subject the domestic machine tool industry to increased competition from worldwide competitors for the first time. Currently, China's primary domestic products are general-purpose machine tools, low cost machine tools and general-purpose CNC machine tools. According to the CMTBA, the mainstay of domestic industry is lathes.

The Chinese government invested tremendous amounts of capital in technological renovation in major industries such as aviation, aerospace, defense, and the automotive industry in the last decade. This massive industrial investment dramatically escalated machine tool consumption in China, so that by 2002, China was the largest consumer of machine tools in the world. In 2003, consumption amounted to some \$6.6 billion, a 27% increase over 2002, a 109% increase over 1999 and 50% higher than its nearest rival Germany.

Additionally, China's machine tool consumption looks set to continue to grow rapidly. According to Oxford Economic Forecasting, machine tool client sector industries are expected to growth by an average of 15.8% during the next three years. Contrast this with Western Europe, Japan and United States where machine tool client sectors are only expected to grow on average by 2.9%, 1.4% and 2.8%, respectively.

In 2003 the mainstay of Chinese metal cutting machine tool imports was: machining centers (\$633 million); lathes (\$379 million); grinding machines (\$476.1 million) and milling machines (\$291 million). That year, the mainstay of metal forming machines was forging machines (\$417 million) and presses (\$295 million).



Table 3
Chinese Imports by Product, 2001 - 2003

In Millions of U.S. Dollars

	2001	2002	2003
MACHINE TOOL TOTAL	\$2,405.9	\$3,152.5	\$4,134.3
METAL CUTTING TOTAL	1,638.8	2,075.0	2,908.3
Physico-chemical machines	292.7	425.9	521.3
Laser, photon beam	72.0	99.7	124.4
Ultrasonic processes	10.6	13.8	15.3
EDM	121.7	128.5	170.7
Other physico-chemical	88.4	183.9	210.9
Machining centers	293.0	361.7	632.5
Unit construction machines	11.2	19.8	21.8
Multi-station transfer	45.8	66.0	71.7
Lathes	210.4	282.1	373.9
NC horizontal	81.9	106.4	126.4
Non-NC horizontal	12.4	19.6	25.1
Other NC	90.7	120.8	176.2
Other non-NC	25.4	35.3	46.1
Way type unit heads	2.7	2.9	3.0
Drilling machines	102.4	125.8	167.2
of which NC	77.7	103.9	144.0
Boring-milling machines	31.3	39.1	83.4
of which NC	28.6	33.5	75.9
Boring machines	10.9	21.3	30.6
Milling machines	149.6	195.1	290.7
NC knee type	23.2	18.0	19.8
Non-NC knee type	10.3	11.0	10.8
Other NC	91.2	132.8	225.6
Other non-NC	24.9	33.4	34.5
Threading or tapping	17.6	27.0	28.5
Grinding machines	335.5	353.7	476.1
NC surface	31.5	23.5	33.2
Non-NC surface	23.0	30.7	32.8
Other NC grinding	93.3	96.3	157.5
Other non-NC grinding	40.9	55.9	55.7
NC tool or cutter	26.4	25.5	31.5
Non-NC tool or cutter	6.0	7.6	11.5
Honing or lapping	65.2	62.4	103.5
Other	49.1	51.9	50.4
Planing machines	1.5	(a)	(a)
Shaping or slotting	0.6	0.9	0.5
Broaching machines	8.4	7.2	7.5
Gear cutting machines	31.1	42.3	85.7
Sawing or cutting-off	47.6	64.3	78.8
Other metal cutting	46.5	39.8	35.1

Table 3 (Continued)

In Millions of U.S. Dollars

	2001	2002	2003
METAL FORMING TOTAL	\$767.1	\$1,077.5	\$1,226.0
Forging machines	268.3	391.5	416.9
Bending or forming	111.8	105.3	158.0
of which NC	66.3	62.1	100.8
Shearing machines	44.2	86.3	85.6
of which NC	26.8	59.8	56.1
Punching or notching	75.2	91.4	107.8
of which NC	50.2	60.6	69.0
Presses	177.3	248.9	295.2
of which hydraulic	59.0	89.0	147.8
Drawing machines	26.0	70.4	73.3
Thread rolling machines	10.2	8.9	11.8
Wire working machines	21.1	29.6	27.0
Other metal forming	33.0	45.2	50.6

Source: China Customs

Notes: (a) less than \$50,000

Japan, Taiwan and Germany, combined, have close to 70% of the machine tool import market in China. Their success has primarily been based on service and pricing. The Japanese, especially, have used service to gain share by funding training and setting up local service centers.

The United States' market share has been declining; in 1995 its share was 9.4%, according to Chinese customs figures, whereas in 2003 its share was 6.7%. Moreover, U.S. Department of commerce figures actually indicate that exports to China actually fell by over 35% in 2003.

Table 4
Chinese Imports by Country of Origin, 2001 - 2003

In Millions of U.S. Dollars

	2001	2002	2003	Share in 2003
TOTAL IMPORTS	\$2,405.9	\$3,152.5	\$4,134.3	100.0%
Japan	705.0	960.7	1,242.0	30.0%
Taiwan	677.2	910.8	969.8	23.5%
Germany	313.8	380.3	566.8	13.7%
South Korea	87.5	161.3	335.5	8.1%
United States	212.0	244.8	275.4	6.7%
Italy	95.9	139.5	217.5	5.3%
Switzerland	123.0	109.3	167.5	4.1%
France	17.4	23.9	53.3	1.3%
Singapore	17.0	20.0	43.3	1.0%
United Kingdom	35.6	40.5	40.1	1.0%
Other Countries	75.0	106.2	154.4	3.7%

Source: China Customs

Chinese Machine Tool Tariffs

Rates of duty in China (PRC) vary from 9.7% to 18.0%.* A Value Added Tax (VAT) of 17% is applied on the CIF and duty value.

*For product specific rates of duty please contact AMT's Strategic Information and Research Department at 1-800-524-0475.

Foreign Trade

In line with China's current Five-year Plan, increased international trade, and more specifically, increased exports of manufactured goods have aided China to achieve much of the economic growth it has experienced in the past two decades. In fact, it was reported in 2002 that China is the fourth largest manufacturer in the world behind the United States, Japan and Germany.³ Furthermore, many of the foreign companies that targeted China for marketing are now manufacturing those goods in China and exporting them.

The most notable trade development with China in the past few years has been China's accession to the World Trade Organization (WTO). As China comes in line with WTO requirements, Chinese companies will face stiff competition from foreign manufacturers and will likely be forced to improve the quality of their output.

Of course, trade is a two-way street. Chinese companies now have a huge market for their products and exports are thriving. In 2003, exports totaled \$439 billion; a 34.7% increase over 2002 and a 124.6% increase over 1999. Imports increased by 39.9% in 2003 and the Chinese Trade balance narrowed somewhat to a \$25.4 billion surplus in the same period.

Note: China has been criticized for failing to move quickly to implement its WTO obligations and trying to renegotiate those obligations.⁴ Furthermore, China currently pegs its currency at 8.27 yuan to the dollar, which according to many is a rate that is severely undervalued and allows Chinese exporters to unfairly undercut U.S. manufacturers.

Table 5
Chinese Imports and Exports, 1999 - 2003

In Billions of U.S. Dollars

	1999	2000	2001	2002	2003
Total Exports	\$195.2	\$249.2	\$266.4	\$325.6	\$438.5
Total Imports	165.8	225.1	243.6	295.3	413.1
Trade Balance	29.4	24.1	22.8	30.3	25.4
Chinese Exports to U.S.	42.0	52.1	54.3	70.0	92.5
Chinese Imports from U.S.	19.5	22.4	26.2	27.2	33.9
Trade Balance	22.5	29.8	28.1	42.7	58.6

Source: China Customs

³ "Burying the Competition," October 17, 2002, *Far Eastern Economic Review*.

⁴ "WTO: China Enters Year Three," *The China Business Review*, Jan/Feb 2004.

Bilateral trade between China and the United States has also grown tremendously. In 2003, China was the second largest exporter to the United States. Moreover, according to Chinese customs figures, Chinese exports to the United States increased by 32.1% in 2003 to \$92.5 billion and Chinese imports from the United States increased by 24.6% to \$33.9 billion. In all, the U.S. trade deficit with China was a staggering \$58.6 billion in 2003. In fact, according to U.S. Department of Commerce figures, 23.1% of the U.S. trade deficit in 2003 can be attributed to trade with China.

Foreign Investment in China

For many years, China has been the second largest recipient of foreign direct investment (FDI) in the world after the United States; however, in 2002, it surpassed the United States to become the largest recipient of FDI. China's accession to the WTO caused foreign investments to surge in 2001 and 2002.⁵ In 2003, utilized FDI in China amounted to \$52.7 billion, a 12.3% increase over 2001.⁶

Table 6
Utilized FDI in China

Figures in Millions of U.S. Dollars

Year	1983	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002
Utilized FDI	916	27,515	33,767	37,521	41,726	45,257	45,463	40,319	40,714	46,878	52,743

Source: Chinese Ministry of Foreign Trade and Economic Cooperation, State Statistical Bureau

China's investment climate has changed dramatically in its 20 years of reforms. In the early 1980s, China restricted foreign investments to export-oriented operations and required foreign investors to form joint venture partnerships with Chinese firms in order to enter the market. Since the early 1990s, however, China has allowed foreign investors to manufacture and sell a wide variety of goods on the domestic market. However, the Chinese government's emphasis on guiding FDI into manufacturing has led to market saturation and overcapacity in certain manufacturing sectors and has left China's service sector highly underdeveloped.

⁵ Note: This has many of its neighbors worried that they will see their own foreign investment levels drop. The ASEAN nations are especially concerned about the trend.

⁶ See <http://www.fdi.gov.cn/common/info.jsp?id=ABC0000000000013064>, accessed March 16, 2004.



Table 7
Chinese Foreign Direct Investment by Country, 2002

Figures in Millions of U.S. Dollars

	Utilized FDI	Cumulative FDI
Hong Kong	\$17,861	\$204,875
Virgin Islands	6,117	24,387
United States	5,424	39,889
Japan	4,190	36,340
Taiwan	3,971	33,111
European Union	3,710	33,290
Korea	2,721	15,199
Singapore	2,337	21,473
Cayman Islands	1,180	3,804
Germany	928	7,994
United Kingdom	896	10,696
Total	52,743	447,966

Source: Chinese Ministry of Foreign Trade and Economic Cooperation, State Statistical Bureau

Note: Many firms, especially Taiwanese, prefer to invest in China using Hong Kong as a conduit.

China significantly revised its laws on Wholly Foreign-Owned Enterprises (WFOEs) and Chinese Foreign Equity Joint Ventures (JVs) in 2000 and 2001. The revisions eliminated requirements for foreign exchange balancing, struck requirements for domestic sales ratios, removed or adjusted advanced technology and export performance requirements, and modified provisions on domestic procurement of raw materials. Among the three foreign investment vehicles available to foreign investors, WFOEs are currently the most popular.

Furthermore, in late 2002 and early 2003, China issued new regulations that permit the foreign purchase of traded and non-traded shares in Chinese companies. Also, new laws regarding foreign mergers and acquisitions were established that require pre-merger government notification to allow for antitrust investigations.

Barring Hong Kong and the Virgin Islands, the United States and Japan are the largest investors in China. In 2002, they accounted for 10.2% and 7.9% of total utilized FDI, respectively.

Marketing in China

Personal relationships in business are critical in Asian markets. It is important for exporters, importers, and investors to establish and maintain close relationships with their Chinese counterparts and relevant government agencies. Several trips to China by key executives send a strong, positive message. It is equally important that American exporters encourage strong personal relationships between their Chinese agents or distributors and the buyers and end users. A web of strong personal relationships will help ensure smoother development of business in China.

A U.S. exporter can obtain good market representation from a Chinese trading company with careful selection, training, and constant contact. Some of the larger companies have offices in the U.S. and other countries around the world, as well as a network of offices and affiliates in China. However, given transportation and communication difficulties as well as regional peculiarities, most of these trading companies cannot provide diversified coverage throughout China.

The best way to build relationships and find quality distributors is to attend trade shows such as the China International Machine Tool Show (CIMT). The next CIMT will be held April 11-17, 2005. Call Knox Johnstone at (703) 827-5224 if you are interested in exhibiting at CIMT. Contact the Business Development Department at (703) 827-5271 for any questions you have about this market.

Another resource is AMT's China offices. AMT's offices in Beijing and Shanghai were specifically developed to assist member companies in creating marketing plans, developing relationships, and finding distributors in China.

AMT - Beijing Representative Office

Room 2507, Silver Tower, No. 2 Dong San Huan North Road
Chaoyang District, Beijing 100027, China
Phone: (86-10) 6410-7374, 6410-7375, 6410-7376 Fax (86-10) 6410-7334
E-mail: info@AMTchina.org, Website: www.amtchina.org
Contacts: Li, Yong (Max), Chief Representative
Li, Xingbin, Assistant Chief Representative

AMT - Shanghai Liaison Office

U.S. Commercial Center, Shanghai Center, Suite 631
1376 Nanjing West Road, Shanghai 200040, China
Phone: (86-21) 6279-7640 Ext. 6224 Fax: (86-21) 6279-7649
E-mail: info@AMTchina.org, Website: www.amtchina.org
Contact: Jiang, Feng (Sean), Regional Manager

Furthermore, AMT is about to open a new tech and service center in Shanghai, the American Manufacturing Technologies (Shanghai) Service Center. The center will focus on two activities: incubating the market development in China for AMT's less experienced companies and facilitating the expansion of growth of AMT member companies already active there. There will also be space for AMT members to demo machines and equipment. A classroom space will be available for all members to use for training customers and giving technical presentations. Some of the other services available through the center include:

- Field service support provided by AMT China staff, or provided by AMT member staff working out of the service center.
- Application engineering support.
- Commodity inspection assistance at ports and /or at customer sites.
- Outsourcing and purchasing support for components

- Invoicing in Chinese currency on behalf of members (if legally possible).

For further information please contact:

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Helpful publications and lists available from AMT include:

- Demystifying China
- List of agents in China
- List of Service Providers in China
- Latest China Trade Mission Report
- Quarterly TradeOp Summary

The Automotive Industry & Market

China’s automotive industry has witnessed rapid development since the country opened up to the outside world and adopted economic reforms. Originally, China’s protectionist policies were responsible for much of this growth; today, large automotive enterprises flourish independently.

Table 8
Chinese Automobile Industry, 1998 - 2002

In Units

	1998	1999	2000	2001	2002
Production	1,433,605	1,781,211	2,040,036	2,309,363	3,133,900
Sales	1,409,557	1,783,421	2,058,726	2,348,825	3,137,973

Source: Various Ward’s Automotive Yearbooks

In 2002, China overtook South Korea as the world’s 5th largest automobile manufacturer. That year, there were 42 companies producing 3.4 million automobiles and that same year, automobile sales reached 3.3 million units. Driven by domestic demand, growth in the industry has been staggering; consider that just 11 years earlier there were only a handful of companies producing less than half a million automobiles.

Due to the phenomenal increase in its size, all the big auto manufacturers want a piece of the pie. In 2002, DaimlerChrysler, Ford, GM, Toyota, VW AG, Honda and PSA all had alliances with Chinese auto manufacturers. Of these, GM and VW AG have the largest stakes.



China's major manufacturers are: Shanghai Auto, accounting for 19% of output; FAW accounting for 18%; Dongeng accounting for 13%; the Changan accounting for 10% of the market; and Beijing, Harbin and Changhe accounting for approximately 5% each.

Table 9
China's Automobile Manufacturers Ranked by Share of Total Production, 2002

Manufacturer	Percent Share
Shanghai Auto. Industry Co.	18.9%
FAW Group Corp.	17.9%
Dongeng Motor Company	13.4%
Changan Automobile Group	10.5%
Beijing Automotive Industry Group	5.8%
Harbin Aircraft Mfg.	5.5%
Changhe Aircraft Group	4.9%
Tianjin Auto. Industry Co.	3.0%
Jinbei Auto Co.	2.7%
Nanjing Auto Group	2.7%
Guangzhou Auto Industry Group	2.1%
Jiangling Motors Group	1.6%
South East (Fujian) Auto	1.5%
Qingling Motors Group	1.0%
Linhai Automotive Co.	0.8%
China National Bus and Coach Co.	0.8%
Xi'an Winchuan Auto.	0.5%
Shaanxi Auto. Mfg.	0.5%
Sichuan Highway Mach.	0.5%
Hebei Zhongxing Auto Mfg.	0.5%
Shejiang Geely Auto Co.	0.4%
China National Heavy Truck Group	0.4%

Source: Ward's Automotive

Manufacturer	Percent Share
Chongqing Heavy Truck Group	0.4%
Hebei Special Vehicle Mfg.	0.4%
Ahengzhou Nissan Auto	0.4%
Chengdu Wangpai	0.3%
Jinlong Allies	0.3%
Nanjing Chunlan Auto. Co.	0.2%
Zibo Auto Plant	0.2%
Wuhu Yangzi Auto Works	0.2%
Changzhou Changilang Bus	0.2%
Shaanxi Aircraft Co.	0.2%
Jiangsu Yaxing Motor Coach Group	0.2%
Hunan Auto Axle Works	0.2%
Zhengzhou Tutong Coach Mfg. Co.	0.1%
Sichuan Touring Vehicle	0.1%
Liaoning Huanghai Auto.	0.1%
Sichuan Toyota Auto.	0.1%
Wuhan-DFM Vehicle Co.	0.1%
Shijiazhuang Huatai Auto Co.	0.1%
Anhui Ankai Auto Co.	0.1%
Hanyag Special Auto Works	0.1%
TOTAL	100.0%

The outlook for the industry remains very optimistic. According to Oxford Economic Forecasting China is likely to see an average of 11.6% growth year-on-year between 2004 and 2007. In fact, Oxford Economic Forecasting projects an output of 6.5 million units in 2007. If the forecast holds true, China will be the world's 3rd largest automobile manufacturer, outpacing France and Germany in 2006. Other forecasts paint an even rosier picture. For instance, CSM Worldwide projects an output of 6.7 million units in 2007 in the light vehicle sector alone.

China's ascension to the WTO will force it to liberalize its market by reducing the tariffs (currently approximately 40% to 25% by mid-2006) and non-tariff barriers. It will also

allow for increased technology transfer and hence the development of more technologically sophisticated motor vehicles. Furthermore, increased competition will likely force uncompetitive domestic manufacturers out of business and allow for consolidation in the industry.

New Manufacturing or Investment Plans

Swedish bus producer **Volvo's** joint venture with **Shanghai Automotive Industry Corp.** (SAIC) has reached an agreement of intent with a local company to create a new bus joint venture in East China's Shandong Province. The new joint venture, to be based at the Qingdao firm's existing bus manufacturing and repairing plant, will have an initial annual production capacity of 1,000 city and commuter-use buses, Sunwin said. But Sunwin representatives did not reveal total investment in the new joint venture.

FAW VW, the Sino-German car joint venture, is planning to lead China's under-developed diesel engine car market by producing 10,500 units this year. Among the vehicles produced by the joint venture between First Automotive Works Corp. (**FAW**) and **Volkswagen** will be 2,500 units of the newly launched turbo direct injection (TDI) Bora and 8,000 units of the suction direct injection (SDI) Jetta, said Qin Huanming, the company's president.

Ford Motor has chosen Nanjing as the site for a large assembly plant in China, the cornerstone of the automaker's plan to invest more than \$1 billion in the world's fastest-growing auto market.

Beijing Hyundai Motors (BHM), a 50-50 joint venture between **Beijing Automotive Industry Holding Co.** and **Hyundai Motors** of South Korea, will export 19,000 Hyundai Sonatas worth US\$200 million to Russia this year, said a company executive.

A joint venture company is to be set up by **Manganese Bronze Holdings** with a state owned group in China to build taxis. Subsidiary, London Taxis International, builders of the black cab, which manufactures about 55 units a week at its Coventry plant, has signed a letter of intent with **China National Bluestar Group** and the Lanzhou Municipal People's Government.

Up and coming Chinese carmaker **Chery**, said it is negotiating with companies from Venezuela and Pakistan to build plants there. Chery has set a maximum sales target of 180,000 to 200,000 cars this year. The company now produces the Chery Qiyun, Fengyun and Oriental Sun sedans and QQ mini cars, retailing between 50,000 yuan (US\$6,000) and 170,000 yuan (US\$20,500). The company has built an annual production capacity of 350,000 units.

CEO of **PSA Peugeot Citroën**, and Miao Wei, Chairman of **Dong Feng Motors**, announced that production capacity for the Dong Feng Peugeot Citroën Automobiles (DPCA) joint venture will be increased to 300,000 vehicles a year. The company's ambitious product plan will also be pursued, with a brand new Peugeot vehicle to be built

on the 307 platform scheduled for launch in the first-half 2004 and the Peugeot 206 to be introduced in 2005.

German auto giant **Volkswagen Group** aims to produce 2 million cars annually by 2007 or 2008 in China.

The Auto Parts Industry & Market

In line with growth in its motor vehicle industry, China's auto parts industry is booming. As the automotive market has opened up in China over recent years, opportunities in the automotive parts, accessories and aftermarket services have swelled. Almost all the world's major automakers have established manufacturing bases in China and their suppliers have followed them.

Some of the recent expansion can be attributed to the "Directory of Industries for Foreign Investment" released in March 2002 by the Chinese government that actively encourages FDI in the industry to ensure the expansion continues. It specifically calls for increased FDI in such areas as: engines for motor vehicles and motorcycles; key automotive parts and components; electrical fuel injection systems; safety airbag equipment; and key motorcycle parts and components.

Table 10
Auto Parts Industry, 2001 - 2003

	2001	2002	2003e
Total Market Size	\$12,974	\$19,447	\$22,364
Total Local Production	12,207	17,847	20,167
Total Exports	1782	2800	3,220
Total Imports	2,549	4,400	5,940

Source: U.S. Department of Commerce
Note: e=estimated

The Chinese government is concerned about the effect of their WTO accession on the domestic auto parts industry as the tariff on imported components and parts will be reduced from 25-60% to 10% by July 1, 2006. This means that the domestic auto parts industry must be ready to compete against the global market by 2006. The Chinese government is therefore encouraging all domestic manufacturers to improve the quality of their products.

In the meantime, growth in the domestic industry is thriving. In 2002, domestic output increased by 46.2% and in 2003, the U.S. Department of commerce estimates that the industry increased by 13.0%.

New Manufacturing or Investment Plans

General Motors (GM) and its main Chinese partner **Shanghai Automotive Industry Corp. (SAIC)** signed two deals in Beijing to jointly merge an engine plant and a vehicle

plant in two provinces. The engine venture will be named Shanghai GM Dongyue Automotive Powertrain Co. Ltd., and will have an annual manufacturing capacity of 300,000 engines and transmissions.

Top Japanese automaker **Toyota Motor Corp.** started to build a huge engine joint venture plant with **Guangzhou Automobile Group**. The two parent firms revealed in a statement that the joint venture, **Guangzhou Toyota Engine Co. Ltd.**, has total assets of 2.2 billion yuan (US\$265.7 million) and a registered capital of 1.1 billion yuan (US\$132.8 million).

Xiamen Hongfa Electroacoustic Co. Ltd. has formed a joint venture company with **Germany Hella** and **USA Zettler**. The joint venture, named Xiamen HHZ Electronics Co. Ltd., will focus on automotive insertion type relays.

Delphi announced that it will expand its current manufacturing capability in Suzhou, China. The company will invest \$40.5 million to build two new manufacturing modules for Delphi Electronics & Safety Division to produce various electronic products in the Suzhou Industrial Park.

LG Cable and **LG Industrial Systems Co.**, affiliates of South Korea's second-largest conglomerate, LG Group, said they will build production facilities in China.

Germany-based **Behr GmbH & Co. KG**, one of the world's leading specialists in automotive air conditioning and engine cooling systems, has formed a joint venture with **Shanghai Automotive Co., Ltd. (SA)**, China, and Japanese Sanden Corporation to develop, produce and market refrigerant compressors for cars and trucks. In 2008 production output will be in the order of three million compressors.

TRW Automotive and **FAWER Automotive Parts Company** announced the expansion of the scope of its existing 60/40 (TRW/FAWER) joint venture to include the manufacture of airbag modules and steering wheels. The venture represents an investment of \$38 million.

Renault Trucks, part of the giant **Volvo AB Group**, has reached an acquisition agreement with **Dongfeng Motor Corp.** and will manufacture 7,000 heavy trucks annually in China over the next five years.

Valeo has announced that it signed agreements to increase its shareholding in two of its Chinese joint ventures. It has increased its participation in **Shanghai Valeo Automotive Electrical Systems** from 30% to 50% and has increased its operational and executive management in this joint venture. It has also increased its participation in **Valeo Shanghai Automotive Electrical Motors and Wipers Systems** from 50% to 55% thus strengthening its management in the joint venture.

Eaton Corporation announced it has agreed to form a joint venture with **Changzhou Senstar Automobile Air Conditioner Co. Ltd.** in China to produce automotive air

conditioning hose and tube assemblies and power steering hose and tube assemblies in Shanghai for Volkswagen's China operations.

Beijing Hyundai, the local joint venture involving South Korea's biggest automaker Hyundai Motors expects to more than double its output in 2004 to take advantage of China's booming car market. The joint venture plans to produce 130,000 vehicles next year, up from the 55,000 that will be produced this year.

The Aerospace Industry & Market

China's transportation infrastructure, or lack thereof, presents enormous opportunities for regional aerospace manufacturers. Though the units are measured in hundreds not millions, the regional jet market in China is just as lucrative as the auto industry and potentially much more profitable to the aircraft producers and their suppliers.

Currently, there are three primary players in the aerospace market, two of which are well established. Bombardier (Canada) controls roughly 60% of the market for regional jets with substantial proportion of its products built outside of China. Embraer (Brazil) has claimed the remaining 40% of the market but has made investments to improve their position. The wild card in the mix is a Chinese company AVIC which plans to deliver a product, the ARJ21, to market in 2007. AVIC recently booked what constitutes half-a-year's worth of orders for the Chinese regional jet (RJ) market at the China Aviation Expo in February 2004, making them an instant threat to both the foreign players.

In 1999, AVIC was split into AVIC I and II. The two companies are equal economic entities authorized by the state to make investments, operating as a state holding company under the direct supervision of the Central Government. The scope of business for AVIC I and AVIC II look similar, but have a different emphasis. Generally speaking, AVIC I focuses on large- and medium-sized aircraft while AVIC II gives priority to feeder aircraft and helicopters. AVIC I's regional jet will be a challenge to this difference in emphasis.

AVIC I has 53 large- and medium-sized industrial enterprises, 31 research institutes, 19 specialized companies and institutions respectively engaged in foreign trade, material supply, scientific research and product development. Nearly 240,000 people are employed in industrial enterprises while 45,000 more employees work in research institutes. Total assets are RMB 34.9 billion (approximately US\$4.2 billion).

Examples of AVIC I enterprises include Chengdu Aircraft Company, Xian Aircraft Company, Nanchang Aircraft Company, Shenyang Aircraft Company and their National Trade Bureau. Parts for Boeing jetliners and other non-Chinese aircraft are made at these facilities. Y-7 and military aircraft are also under the responsibility of AVIC I. AVIC I & II each hold 50% of CATIC (China National Aero-Technology Import & Export Corporation) shares.

In the short term, the consensus is that there is a 500-unit demand for regional jets worth nearly \$10 billion. The long-term twenty-year outlook is for a 1,500-unit regional jet market worth more than \$20 billion.

New Manufacturing or Investment Plans

In a recent market outlook report, **Embraer** pegged total Chinese demand for regional jets in the 30 to 120-seat range at 635 units between 2004 and 2023. **Rockwell Collins Corp.** has said it plans to invest up to \$60 million in China's regional jet business.

The Home Appliance Industry & Market

Competition in the Chinese appliance industry has continued to intensify forcing domestic producers to rapidly improve the quality of their products and to better maintain their books. Moreover, many foreign producers have started to manufacture in China to take advantage of low-cost manufacturing. By 2002, production of many household products exceeded demand, which led to heavy competition and discount pricing.

Aided by China's entry into the WTO, the solution for many Chinese companies has been to intensify exports; the value of air-conditioner, electric fan, freezer, microwave oven and washing machine exports rose by an average of 43.2% over 2001. China's top export markets for appliances are Asia, the United States, and Europe.

In 2001, China produced more than 30% of the world's air-conditioners, more than 25% of the world's washing machines and close to 20% of all refrigerators.⁷ In 2002, production also increased vociferously; double-digit growth was achieved in the output of all major products, with air-conditioners performing particularly well.

⁷ "Burying the Competition," October 17, 2002, Far Eastern Economic Review.



Table 11
Appliance Industry in China, 1999 - 2002

In Units

	1999	2000	2001	2002	% Change 02/01
Air-Conditioners	12,500,000	18,200,000	24,021,489	31,300,000	30.3%
Freezers	3,921,000	3,800,000	3,840,000	4,900,000	27.6%
Microwave Ovens	na	12,500,000	17,916,338	22,700,000	26.7%
Refrigerators	11,993,400	12,800,000	13,582,343	16,000,000	17.8%
Washing Machines	13,421,700	14,400,000	13,446,809	15,800,000	17.5%
Refrigerators Compressors	na	na	14,551,334	18,000,000	23.7%
Air-Conditioner Compressors	na	na	21,777,778	24,500,000	12.5%

Source: *Appliance Magazine*

The Medical Equipment Industry & Market

In line with the rapid expansion of the Chinese manufacturing sector, its medical equipment industry is booming. As of 2001, the domestic industry was comprised of somewhere between 5,000 and 6,000 companies, most of which employed fewer than 500 people. There are also more than 200 foreign medical-device companies operating in China.

According to the U.S. Department of Commerce, the domestic industry strength will continue to be in the low to medium technology range, although a small number of local manufacturers are now capable of producing certain high-end products. Furthermore, the vast majority of enterprises have yet to comply with Good Manufacturing Practice (GMP) guidelines.

Though the industry is going through a period of consolidation, this has certainly not affected growth. In 2003, the U.S. Department of Commerce estimates that the industry grew by 15.0% and prospects for continued growth remain excellent.

Table 12
Medical Equipment Market, 2001 - 2003

In Millions of U.S. Dollars

	2001	2002	2003e
Total Market Size	\$2,760	\$3,042	\$3,213
Total Local Production	1,908	2,396	2,755
Total Exports	787	968	1,006
Total Imports	1,639	1,614	1,464

Source: U.S. Department of Commerce

Note: e=estimated

As far as the impact of WTO accession on the medical-device industry, China has reduced its tariffs on medical equipment from its former average tariff of 9.9% to 4.7%. The reductions should encourage further consolidation within the domestic industry as imports compete with foreign products.

The Telecommunications Machinery Industry & Market

The market for telecommunications equipment in China has expanded rapidly in recent years, averaging 20% between 1992 and 2002. Most of the expansion has occurred in the mobile phone sector, where by early 2003 there were some 230 million mobile phone users. Though much of the equipment is imported, it is estimated that in 2003 close to 90% (or \$18 billion worth) of the equipment was locally produced.

Prospects for the industry remain buoyant despite U.S. Department of Commerce estimates that the industry decreased its output by 5.8% in 2003. Increased competition is forcing domestic producers to invest large sums in the industry. In fact, in 2003 Chinese telecommunications carriers indicated that they are to invest a further \$25.5 billion in the industry.

Note: Though domestic producers are rapidly improving their technologies, much of the mobile and 3G equipment is still being imported.

Table 13
Chinese Telecommunications Equipment Industry, 2001 - 2003

In Millions of U.S. Dollars

	2001	2002	2003e
Total Market Size	\$21,398	\$19,645	\$20,500
Total Local Production	13,430	19,115	18,000
Total Exports	2032	3460	4,500
Total Imports	10,000	4,000	7,000

Source: U.S. Department of Commerce

Note: e=estimated

New Manufacturing or Investment Plans

LG Electronics (LGE) announced it has become a full partner in the development of **TD-SCDMA** (Time Division-Synchronous Code Division Multiple Access) technology, the next generation mobile communication to be developed with China's own technologies.

Business Practices & Miscellaneous

Business Practices

As in many countries, the Chinese expect a strong relationship to be built based on mutual respect, before any deal is closed. Taking the time to develop a business rapport will greatly improve one's chances of successfully negotiating a business deal. Senior business delegation members should enter the meetings first, while all business conversation is expected to be conducted by the senior member present. At the end of a meeting, the visitors should leave first by seniority. Chinese businessmen know the typical U.S. business reputation for impatience. Therefore they will purposely drag negotiation beyond a stated deadline simply to gain an advantage. They may try to renegotiate everything on the final day of a visit and may even attempt to renegotiate for a better deal even after a contract is signed. In addition, Chinese business leaders will not make decisions without serious and prolonged deliberations. Therefore, patience is a virtue. Plan to make numerous trips to China before a deal is finalized.

It is important for business travelers to establish solid contacts in China prior to making plans to visit. Trips should be planned between April to June and September to October. Avoid planning trips during Chinese New Year celebrations as many businesses close for a week both before and after the festival. Once a trip is confirmed, expect to make presentations to many different groups at different levels. Business cards should be printed in English on one side and in Mandarin Chinese on the other.

Expert Advice From the U.S. Commercial Service on Doing Business in China:

- 1) Have clear contract terms. When entering into a contract with a Chinese partner you must be careful. Do not attempt to enter into an agreement without sound legal advice.
- 2) Make certain your project is economically viable. Profitability of a project or the sale of goods and services should be based on sound economic criteria. Do not rely on promises of subsidies, special considerations, or non-market related sources of income to create a profit.
- 3) Know your partner. Do your "due diligence," and do it well. Check the reliability of the data on your partner or customer from independent sources. Avoid being "stovepiped" - talking only to those people to whom your partner or buyer directs you.
- 4) Make sure you get paid. A contract with an insolvent partner or customer is worthless. Pay careful attention to how you get paid, when you get paid, and in which currency. For example, payment terms of "30% letter of credit, 70% payment 120 days after delivery," would not be customary in China. For most large projects, terms of "70% advance payment, 30% letter of credit," would be more usual. Offering payment after delivery tells your partner that you don't know how business is done in China and makes you look easy to deceive. NEVER agree to unsecured payments after delivery.
- 5) Do not enter into prohibited agreements. American companies have often entered into agreements with promises from local officials that federal rules will not be

- enforced in the provinces. Problems arise when these rules are suddenly applied, sometimes retroactively, leaving the company with little recourse.
- 6) Never pay bribes. This is not only a bad business practice, but may cause you to be in violation of the U.S. Foreign Corrupt Practices Act (FCPA).
 - 7) Be careful to base your business on WTO compliant rules. The U.S. government cannot support you if you are relying on a business plan that is not WTO compliant.
 - 8) Search for problems before they materialize. In addition to creating pro forma balance sheets, spend some time at the beginning of a project to create scenarios of what you will do if things go wrong.
 - 9) Do a thorough risk analysis. Be realistic about how much risk you are willing to accept in your business venture. Make sure you use reliable sources for this assessment.
 - 10) Mind the store. Projects and sales in China require constant attention. Do not assume they will run themselves.

A full copy of the U.S. Commercial Service's advice on doing business in China is available at: http://www.buyusa.gov/china/en/expert_advice.html.

Business Entertaining

Business lunches are becoming more frequent. However, one should expect to be treated to one evening banquet at some point during negotiations. One should always return the favor. Be sure to reciprocate at the same price per person that your Chinese host spent on your banquet. It is important to keep in mind that you should never surpass your host in the degree of lavishness at banquets and lunches. If you are a guest, always arrive promptly or a little early, and never begin eating or drinking before your host does. Also, business topics are generally not discussed during the meal itself.

Language

The official language is standard Chinese, which is based on the Mandarin dialect. This is spoken by more than 70% of the country's population. Many Chinese also speak Cantonese, Shanghai dialects, while many business people have learned to speak fluent English.

Names

Names are listed in a different order from those in the West. Each person in China receives a family name, a generational name and a given name in that order. Generational and given names can be separated by a hyphen or by a space, but are often written as one word (e.g., former President Deng Xiao Ping has the family name of Deng, a generational name of Xiao and the given name of Ping, his name could also be written as Deng Xiao-Ping). However, many business people in China adopt a Western "first" name in order to accommodate Western visitors. The Chinese are very sensitive about status and titles. Use official titles whenever possible in addition to the name. Never use the word "Comrade" to address anyone in China unless you are a Communist also.

Infrastructure

In addition to the country's 115 ports of entry and exit, visitors to China can also travel via Hong Kong. Many international airlines offer direct or nonstop service to China's large cities. The national carrier is the Civil Aviation Administration of China (CAAC, known on international routes as Air China), which also operates a company called Dragonair as a joint venture with the Hong Kong airline Cathay Pacific (seats can be booked through Cathay Pacific worldwide). If one leaves China by air, there's a tax of RMB105, payable only in local currency prior to departure.

Now that private carriers have been allowed to set up operations in China, CAAC has assumed the role of "umbrella organization" over airlines including China Eastern, China Southern, China Northern, Great Wall, Yunnan Airlines and several others. There is an airport tax of RMB50 (domestic currency only) payable on all domestic flights.

In the cities, buses are common and cheap, but are often overcrowded. Taxis don't cruise the streets except in the largest of cities. While most cabs have meters, riders must ensure that the meters are switched on once the rider has entered the cab. It's more convenient if your Chinese customer or business partner sends someone to meet you at the airport, train or bus station.

Electricity

China's electric system is 220 volts, 50 AC. Electric plugs can be three-pronged angled, three-pronged round, two flat pins or two narrow round pins depending upon which part of China is being visited. As such, the use of transformers and adapters is strongly recommended for all electric and electronic devices.

Travel Requirements

The Chinese government requires all travelers entering the country to have visas and valid passports. Standard visas are valid for 30-day visits and are generally easy to acquire. Visas valid for more than 30 days are usually difficult to obtain, but extensions of the 30-day visa can be acquired at the public security offices throughout the country.

However, a visa is not required to travel to Hong Kong. All visitors to Hong Kong must have passports that are valid for at least one month beyond your planned departure from Hong Kong.

Time

Despite the enormous size of the country, China has only one time zone. In addition, China does not observe daylight savings time. Therefore, the country is thirteen hours ahead of U.S. EST from November to April and twelve hours ahead during the rest of the year (e.g., 12 noon in Beijing = 12 midnight in Washington, DC from April to November).

Chinese Currency

Chinese currency is called *Renminbi* (abbreviated RMB). The unit of RMB is the *yuan*, although the term *quai* is generally used when speaking of sums of money. *Yuan* is

divided into 10 *Jiao* (known as *mao*), which is again divided into 10 *fen*. RMB paper notes include 1, 2, 5, 10, 50, and 100 *yuan*, and the smaller *mao*. There are also 1, 2, and 5 *yuan*, 1, 2, and 5 *mao* as well as 1, 2, and 5 *fen* coins.

Foreign currency and travelers' checks can be changed at the main branches of the Bank of China, Citic Bank, the tourist hotels, Friendship Stores and some department stores. Hotels usually charge the official rate. You will need to keep your exchange receipts if you want to change any of your remaining RMB at the end of your trip. Travelers' checks are useful because the exchange rate is more favorable than that for cash (Thomas Cook, American Express and Bank of America are most commonly accepted types of travelers' checks in China). The acceptance of credit cards is increasing rapidly in China, with Visa, MasterCard, American Express (branches in Beijing, Shanghai, Guangzhou and Xiamen), JCB and Diners Club the most common. Cards can be used in most mid to top-range hotels, Friendship and department stores, but cannot be used to finance your transportation costs. Cash advances can be made at the Bank of China or Citic Bank using credit cards (for 5% commission).

Hong Kong's currency is the Hong Kong Dollar (HK\$). As in the United States, there are 100 cents in a Hong Kong dollar. Coins are color coded by value: bronze for 10 cents, 20 cents and 50 cents, silver for HK\$1, HK\$2, and HK\$5. The government recently introduced a new nickel/bronze coin for \$10. Bills are printed by two private banks (the Hongkong and Shanghai Bank and Standard Chartered Bank) in denominations of HK\$10, HK\$20, HK\$50, HK\$100, HK\$500, and HK\$1000. The Bank of China issues all of the denominations except HK\$10.

As Hong Kong is an international business center, there is an extensive network of bank branches throughout the territory. ATMs can be found almost anywhere and provide 24-hour cash withdrawal (HK\$) facilities for Visa and MasterCard holders.

Contacts for Additional Information

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* The U.S. Commercial Service in China
also makes available a guide called
ContactChina, which can be downloaded
in PDF at:
www.buyusa.gov/china/en/contact_china.html

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Appendix 1: 2003 U.S. Exports of Machine Tools and Other Manufacturing Technology to China

HS Code	Description	Units	Value
2710193070	Quenching Or Cutting Oils	287	\$98,021
8428200010	Conveyors, Pneumatic	246	3,411,402
8428200050	Elevators, Pneumatic	31	171,090
8428320000	Cont-Act Elev & Convey,Fr Goods Or Matl,Bucket Typ	194	12,487,018
8428330000	Cont-Act Elev & Convey,Fr Goods Or Matl,Belt Type	23	289,237
8428390000	Cont-Act Elev & Convey,Fr Goods Or Materls, Nesoi	1767	2,892,082
8428900015	Industrial Robot For Lift, Hand,Load/Uinload,Nesoi	86	1,685,174
8428900095	Mach For Lifting,Handling,Loading,Unloading,Nesoi	4148	3,920,108
8431390010	Parts For Elevators And Conveyors Of Heading 8428	na	11,003,192
8431390090	Pts Of Lft,Handl,Load,Unload Mach Head 8428 Nesoi	na	1,539,024
8454300010	Die Casting Machines	3	94,000
8454300090	Casting Machines Except Die Casting	175	5,347,247
8454900030	Parts Of Die Casting Machines	na	88,100
8454900060	Parts Of Casting Machines Except Die Casting	na	2,160,659
8456100000	Laser Or Other Light Or Photon Beam Machine Tools	174	8,171,194
8456200000	Ultrasonic Machine Tools For Removing Matl	90	2,052,003
8456300000	Electro-Discharge Machine Tools For Removing Matl	9	1,106,295
8456991000	Mach Tools,Mtl-Work,Ion Beam Mill To Prod/Rep Mask	2	716,000
8456993005	Machine Tools,N/C,Metal-Working,Elc-Chem. Process	1	12,499
8456993040	Machine Tools, Metal Wkng,N/C,Nesoi,Elc-Bm,Pls-Arc	33	716,168
8456993060	Machine Tools, Metal-Working, Elec-Chem. Process	3	38,835
8457100005	Mac Centr, Used Or Rebuilt	21	898,746
8457100015	Mac Centr,Auto Tool Chg,Vert-Spin,Y-Axis N/O 660Mm	54	5,669,763
8457100025	Mac Centr,Auto Tool Chng,Vert-Spin,Y-Axis Ov 660Mm	1	170,000
8457100035	Maching Centers, Auto Tool Chng, Except Vertical	2	769,478
8457100045	Maching Centers, Without Automatic Tool Changers	3	411,600
8457200010	Unit Construction Machines (Single Station), N/C	3	1,327,843
8458110005	Horizontal Lathes, Metal Removing, N/C, Used/Reblt	54	3,624,215
8458110010	Hortz Lathes, Multi Spindle, Mtl Remove, N/C, New	3	369,042
8458110030	Hor Lath,Ex Multi Spin,Mtl Remv,Lt 18.65Kw,N/C,New	2	169,466
8458110050	Hor Lat,Ex Mult Spin,Mtl Remov,(18.65-37.3 Kw),N/C	3	488,235
8458190010	Horizontal Lathes, Metal Removing, Exc N/C, Used	2	15,000
8458190020	Horiz Lathes, Mtl Remov, Exc N/C, Under \$3025 New	29	39,122
8458190030	Hor Lath,Mtl Remv,Exc N/C,Eng Or Toolrm, Ge \$3025	18	341,550
8458915070	Lathes For Remov Mtl,N/C,Exc Multi Spin,New,Nesoi	1	97,000
8458995030	Lathes For Removing Metal, Exc N/C, Used, Nesoi	7	11,338
8458995060	Lathes For Removing Metal,Exc N/C,Under \$3025 ,New	2	5,000
8459210040	Drilling Mach, Metal, N/C, Used Or Rebuilt	8	41,100
8459210080	Drilling Mach, Metal, N/C, New	18	1,170,583
8459290010	Drilling Mach, Metal, Except N/C, Used	63	388,283
8459290020	Drill Mach, Metal, Except N/C, Und \$3025 New	65	121,218
8459290040	Drill Mch, Metal, Multi Spndl,Ex N/C,\$3025 & Ov,Nw	9	485,604
8459290050	Drill Mch,Metal,Radial, Ex N/C, \$3025 & Ov, New	28	954,693

Appendix 1: 2003 U.S. Exports of Machine Tools and Other Manufacturing Technology to China, Continued

HS Code	Description	Units	Value
8459290090	Dril Mc,Mtl Remov,Ex Multi Spin,Ex N/C,Ov\$3025,New	4	\$35,360
8459310005	Comb Boring-Milling Mach, Metal Remov, N/C, Used	1	3,840
8459310010	Bor-Mil Mac,Horiz Spin,Table Typ,Mtl Remov,N/C,New	1	368,800
8459310070	Bor-Mil Mac, Exc Horiz Spin, Mtl Remov, N/C, New	1	70,000
8459390020	Comb Bor-Mil Mac,Mtl Remov, Exc N/C,Under\$3025,New	40	76,800
8459390040	Bor-Mil Mac,Horiz Spin,Mtl Remov,Exc N/C Over\$3025	4	455,000
8459390050	Bor-Mil Mac,Ex Hor Spin,Mtl Remov,Ex N/C Ov \$3025	10	49,500
8459400010	Boring Machines, Metal Removing, Used Or Rebuilt	3	697,750
8459400050	Boring Mach,Vert,Mtl Remov,Exc N/C,Ov \$3025, New	1	65,620
8459510040	Milling Machines, Knee Type, Metal Remov, N/C,Used	8	420,000
8459590020	Milling Mach,Knee Typ,Mtl Remov, Ex N/C,Un\$3025,Ne	226	348,725
8459590030	Milling Mach,Knee Typ,Mtl Remov,Ex N/C,Ov\$3025,New	6	144,837
8459610080	Milling Mach, Exc Knee Typ, Mtl Remov, N/C, New	8	5,656,605
8459690010	Milling Mach, Exc Knee Typ, Mtl Remov, Ex N/C,Used	19	547,858
8459690020	Mill Mac,Exc Knee Typ,Mtl Remov,Ex N/C,Un\$3025,New	4	5,401
8459690090	Mil Mac,Mtl Remov,Exc N/C,Over \$3025, New, Nesoi	48	1,470,026
8459700020	Threading Or Tapping Machines, Metal Removing, N/C	1	10,000
8459700040	Thread Or Tapp Mac, Mtl Remov, Exc N/C, Used/Reblt	1	8,000
8459700080	Thread/Tapp Mac,Mtl Remov,Ex N/C,Ov\$3025,New,Nesoi	6	93,479
8460110040	Flat-Sur Grind Mac,Mtl Remov,Accu 0.01Mm,N/C,Used	150	93,000
8460110080	Flat-Sur Grind Mac,Mtl Remov,Accur 0.01Mm,N/C, New	4	241,894
8460190005	Flat-Sur Grind Ma,Mtl Remov,Acc 0.01Mm,Ex N/C,Used	32	152,793
8460190010	Flat-Sur Grind Mac,Recip-Tab,Mtl Remov,Exc N/C,New	2	251,178
8460210040	Grind Mac Ex Flat Surf,Mtl Remov,Ac0.01Mm,N/C,Used	298	1,057,557
8460210080	Grind Mac Ex Flat Surf,Mtl Remov,Ac 0.01Mm,N/C,New	2	754,190
8460290005	Grin Ma Ex Flt Sur,Mtl Remov,Acc0.01Mm,Ex N/C,Used	46	1,293,134
8460290010	Grind Mac,Extern Cyl,Inc Univ,Mtl Remov,Ex N/C,New	3	179,040
8460290030	Grind Mac,Intern Cyl, Mtl Remov, Except N/C, New	2	114,528
8460290050	Grinding Mach, Metal Remov, Accur 0.01 Mm, Nesoi	10	1,770,106
8460310040	Sharpening Mach, Metal Removing, N/C, Used/Rebuilt	1	21,050
8460390050	Sharpen Mach, Mtl Remov, Exc N/C,Over \$3,025, New	7	258,831
8460400010	Honing Or Lapping Machines, Metal Removing, Used	5	85,000
8460400020	Honing Or Lapping Mach,Mtl Remov,Under \$3025 New	156	146,916
8460400060	Honing/Lapping Mach,Mtl Remov, N/C, Ov \$3025, New	7	1,950,139
8460400080	Honing/Lapping Mach,Mtl Remov,Ex N/C, Ov \$3025,New	186	3,334,299
8460900010	Mac Tools Fr Finish Mtl Using Abrasives,Nesoi,Used	43	429,657
8460900020	Mac Tls Fr Finish Mtl Use Abras,Nesoi,Un\$3025, New	33	18,835
8460900060	Mac Tools Using Abrasives,Nesoi,N/C,Ov \$3025, New	1	21,362
8460900080	Mac Tools Using Abrasives,Nesoi,Ex N/C,Ov\$3025,New	22	1,054,788
8461200010	Shaping Or Slotting Machines, Metal Removing, N/C	41	1,356,000
8461200070	Shap Or Slot Mac,Mtl Remov,Exc N/C,Under \$3025,New	47	50,164
8461200090	Shap Or Slott Mac,Mtl Remov,Exc N/C, Ov \$3025, New	11	71,439
8461300020	Broaching Machines, Metal Removing, Used Or Reblt	1	72,000

Appendix 1: 2003 U.S. Exports of Machine Tools and Other Manufacturing Technology to China, Continued

HS Code	Description	Units	Value
8461300040	Broaching Mach, Metal Remov, Under \$3025, New	2163	\$44,128
8461300060	Broaching Mach, Metal Remov, N/C, Over \$3025, New	1	212,500
8461300080	Broaching Mac,Metal Remov,Exc N/C,Over \$3025, New	1	4,049
8461401010	Gear Cutting Mach, Metal Removing, Used/Rebuilt	3	298,000
8461401050	Gear Hobbers, Metal Removing By Cutting, New	3	1,210,800
8461401090	Gear Cutting Mach,Mtl Remov,Exc Gear Hob/Shap, New	10	4,731,902
8461405020	Gear Grind Or Finish Mach, Metal Remov, Used/Reblt	76	1,447,022
8461405060	Gear Grind Or Finish Mach,Mtl Remov, \$3025, Ov,Ne	114	7,114,710
8461500010	Sawing Or Cutting-Off Mach, Mtl Remov, Used/Reblt	44	464,589
8461500020	Saw Or Cut-Off Mach, Mtl Remov, Under \$3025, New	185	23,323
8461500050	Saw Or Cut-Off Mac,Mtl Remov, N/C, \$3025 Ov, New	2	104,002
8461500090	Saw Or Cut-Off Mac,Mtl Remov,Exc N/C, \$3025 Ov, Ne	26	509,998
8461903020	Planing Mach.,Num Ctrl, Metal Remov, Used/ Rebuilt	14	168,810
8461903060	Mach Tools,Metal Remov,Num Ctrl,Used/Rebuilt,Nesoi	1	4,240
8461903080	Mac Tools, Mtl Remov,Num Ctrl,Ov\$3025,New,Nesoi	14	142,110
8461906040	Machine Tools,Metal Remov,Nt Num Ctrl, Used,Nesoi	4	992,000
8461906050	Mac Tools,Mtl Remov,Nt Num Ctrl,Un\$3025,New,Nesoi	763	1,329,868
8461906090	Mac Tools Wrk By Remov Mtl,Nesoi,Ex N/C,\$3025V New	9	69,980
8462100010	Forge Or Die Stamp Mac (Inc Press) And Hammer,Used	49	1,389,489
8462100030	Headers & Upsetters, Inc Cold Headers,Mtl Form,New	14	1,380,184
8462210040	Bend,Fold,Straighten,Flatten Mac,Mtl Form,N/C,Used	50	325,338
8462210080	Bend,Fold,Straighten,Flatten Mac,Mtl Form,N/C,New	134	8,214,738
8462290010	Bend,Fold,Straight,Flat Mac, Mtl Form,Exc N/C,Used	28	362,242
8462290020	Bend,Fold,Straight Or Flat Mac,Ex N/C,Un \$3025,New	2112	618,703
8462290040	Bending Rolls, Mtl Forming, Exc N/C, \$3,025 Ov, Ne	276	17,201,670
8462290050	Bend,Fold,Straight Or Flat Mac,Ex N/C, \$3,025 Ov,	16	864,604
8462310040	Shearing Machines,Exc Comb, Metal Form, N/C, Used	12	1,286,052
8462390010	Shearing Mach, Exc Comb, Mtl Form, Exc N/C, Used	26	175,000
8462390020	Shearing Mac,Exc Comb,Mtl Remov,Ex N/C,Un\$3025,New	4	3,238
8462390050	Shearing Mac,Exc Comb,Mtl Remov,Ex N/C, \$3025 Ov,	3	89,115
8462410040	Punching Or Notching Mac, Inc Comb, N/C, Used	12	30,226
8462410080	Punching Or Notching Mach, Inc Comb, N/C, New	2	\$147,293
8462490010	Punch Or Notch Mach, Inc Comb,Mtl Form,Ex N/C,Used	5	238,950
8462490020	Punch Or Notch Mach, Inc Comb,Exc N/C,Un \$3025,New	5	8,735
8462490050	Punch Or Notch Mach,Inc Comb,Exc N/C, \$3025 Ov ,Ne	11	237,783
8462910030	Hydraulic Presses, Metal Forming, Used Or Rebuilt	19	742,932
8462910060	Hydraulic Presses, Metal Forming, N/C, New	4	367,253
8462910090	Hydraulic Presses, Metal Forming, Except N/C, New	20	2,145,864
8462990010	Mach Tools, Work By Forming Mtl, Nesoi, Used	49	357,345
8462990020	Machs, Wrk By Form Mtl, Nesoi, \$3025, Un, New	56	39,103
8462990030	Mac, Wrk By Form Mtl, Nesoi, N/C, \$3025,Un, New	3	236,584
8462990040	Mach Tools Mech,Mtl Form,Exc N/C, \$3025 Ov, New	7	810,558
8462990060	Mach Tool Wrk By Form Mtl, Exc Hydr Press, Nesoi	13	466,602

Appendix 1: 2003 U.S. Exports of Machine Tools and Other Manufacturing Technology to China, Continued

HS Code	Description	Units	Value
8463100060	Draw-Benches,Metal Forming, Under \$3025, New	17	\$17,427
8463100080	Draw-Benches, Metal Forming, \$3025, Over, New	3	110,026
8463300040	Machines For Working Wire, Metal Forming, Used	170	3,906,752
8463300060	Mach For Working Wire,Mtl Forming, Un \$3025, New	81	52,346
8463300080	Mach For Working Wire, Mtl Forming, \$3,025 Ov, New	42	1,869,215
8463900040	Mach Tools For Wrking Mtl W/Out Remov,Nesoi,Used	36	212,196
8463900060	Mach For Wrking Mtl W/Out Remov,Nesoi,Un\$3025,New	4	6,158
8463900080	Mach F Work Mtl W/Out Remove, Nesoi,\$3025 & Ov,New	7	557,970
8466100010	Tool Holders For Forming-Type Or Cutting Type Dies	na	2,930,202
8466100030	Holders For Replaceable Cutting Or Drill Inserts	na	702,745
8466100070	Tool Holders And Self-Opening Dieheads, Nesoi	na	4,263,279
8466201010	Jigs & Fixtures, Work Holders, Gear Cutting Use	na	611,745
8466201090	Work Holders For Cutting Gears Exc Jigs & Fixtures	na	878,392
8466208020	Jigs & Fixtures, Work Holders For Mtlwrking Machs	na	580,139
8466208030	Work Holders For Mtlwrking Mach, Exc Jigs/Fixtures	na	522,543
8466208040	Jigs & Fixtures, Nesoi, For Mach Tools,	na	294,623
8466208060	Work Holders For Machine Tools, Nesoi	na	460,818
8466301000	Dividing Heads For Machine Tools	na	109,081
8466306080	Mch,Not Wdwkng,As Spcl Attchmnts For Mch Tls Nesoi	na	134,431
8466308050	Spec Attach, Nesoi, For Mach Tools	na	385,519
8466933050	Part/Acces Of Metlwkng Mach Tools For Cutting Gear	175639	6,062,330
8466939000	Parts F Mach Of Heading 8456 To 8461,Exc Gear Cut	1378293	29,436,532
8466940000	Parts For Machines Of Heading 8462 Or 8463	na	12,298,672
8477106010	Inject-Molding Mach F Proc Rubber Or Thermoset Mtl	12	1,566,458
8477106070	Inject-Molding Mach For Processing Thermoplastics	39	3,250,529
8477200005	Extruders,Single Screw,Rubber,Thermosetting Mtrls.	10	781,558
8477200015	Extruders,Single Screw,Rubber,Thermosetting Mtrls.	2	402,100
8477200030	Extruders, Single Screw, For Thermoplastics	32	11,761,241
8477200060	Extruders For Processing Thermoplastics, Nesoi	178	5,228,350
8477300000	Blow-Molding Machines	27	521,419
8477400000	Vacuum-Molding Mach And Oth Thermoforming Machines	162	1,956,129
8477510010	Machinery F Molding Or Retreading Pneumatic Tires	209	\$465,350
8477510090	Machinery For Molding Or Forming Inner Tubes	11	25,400
8477590000	Mach, Nesoi, F Moldg Or Formg Rubber Or Plastics	208	5,721,900
8477800000	Mach, Nesoi, For Working Rubber Or Plastics	900	16,271,882
8477900010	Parts Of Injection-Molding Machines	na	7,565,403
8477900020	Parts Of Extruders For Rubber Or Plastics	na	11,924,238
8477900030	Parts Of Blow-Molding Machines	na	44,230
8477900040	Parts Of Machines For Forming Pneumatic Tires	na	8,135,291
8477900090	Parts, Nesoi, Of Mach F Working Rubber Or Plastics	na	5,118,634
8479500000	Industrial Robots For Multiple Uses	47	2,547,706
8479909440	Parts Of Industrial Robots, Nesoi	na	4,715,696
8537109030	Numerical Controls For Controlling Machine Tools	15	180,571

Appendix 1: 2003 U.S. Exports of Machine Tools and Other Manufacturing Technology to China, Continued

HS Code	Description	Units	Value
9024100000	Machines And Appliances For Testing Metals	na	10,363,379
9031100000	Machines For Balancing Mechanical Parts	na	2,359,163
9031200000	Test Benches	na	3,573,885
9031300000	Profile Projectors	na	196,551
9031410000	Optical Inst For Inspecting Semiconductor Wafers	4051	45,354,149
9031494000	Optical Inst For Coodinate-Measuring Machines	na	9,376,233
9032810040	Hydraulic/Pneumatic Industrial Process Contrl Inst	1552	691,686

Source: U.S. Department of Commerce



Appendix 2: Major Chinese Machine Tool Manufacturers

Company Name	Address	Province	Telephone	Fax	Email	Website	Products
Baoji Machine Tool Works	34 Dongfeng Rd., Baoji, Shaanxi 721004, China	Shaanxi	0917-3413542	0917-3414038	bjmtw@public.xa.sn.cn	www.bjmtw.com	Turning centres, Lathes
Beijing No. 1 Machine Tool Works	4 Jianguomenwai Street, Beijing 100022, China	Beijing	010-65682124	010-65685795	byjcb@public.bta.net.cn	www.byjc.com	Milling machines, machining centers
Beijing No. 3 Machine Tool Works	12 Anding Rd., Anwai, Beijing 100029, China	Beijing	010-64434975	010-64434975	bsjcbj01@b3jc.com	www.b3jc.com	Machining centers, drilling machines, assembly lines
Changsha Machine Tool Works	Xinkaipu, Tianxin District, Changsha, Hunan 410009, China	Hunan	0731-5414627	0731-5414627	csmtw@public.cs.hn.cn	www.csmachine.com.cn	Slotting, shaping and broaching machine.
Chengdu Tool Research Institute	16 Dongyiduan Erhuan Rd., Chengdu, Sichuan 610056, China	Sichuan	028-3246516	028-3242075	ctri@mail.sc.cninfo.net	www.chinatool.net	Cutting tool, Instruments
Chongqing Machine Tool Works	1 Village 1 Lianhua Daojiao, Banan District, Chongqing 400055, China	Chongqing	023-62555283	023-62555283	chongjic@cta.cq.cn	www.cqmtw.com	Gear hobbers, Gear ginders, etc.
Dalian Machine Tool Group Co., Ltd.	38 Anshan Rd., Dalian, Liaoning 116022, China	Liaoning	0411-3637761	0411-3646795	djc@mbox.dl.cei.cn	www.dmtg.com.cn	Machining centers, lathes, transfer machines
Guilin Machine Tool Co., Ltd.	219 Zhongshan North Rd., Guilin, Guangxi 541001, China	Guangxi	0773-2802894	0773-2809577	glmtc@public.glptt.gx.cn	www.glmtc.com.cn	Milling machines

Appendix 2: Major Chinese Machine Tool Manufacturers, Continued

Company Name	Address	Province	Telephone	Fax	Email	Website	Products
Hangzhou Machine Tool Group Co., Ltd.	37 Huancheng East Rd., Hangzhou, Zhejiang 310003, China	Zhejiang	0571-87295050	0571-87296277	hmtw@public.hz.zj.cn	www.hzfengqi.com	Surface grinding machines
Harbin Measuring & Cutting Tool Works	44 Heping Ro., Dongli, Harbin, Heilongjiang 150040, China	Heilongjiang	0451-2623516	0451-2623555	links@ems.dragon.net.cn	www.links-china.com	Tool and Tooling systems
Jiansu Yangli Metalforming Machine Co., Ltd.	South to Yangzhou Big Bridge Huoqiaozen, Yangzhou, Jiangsu 225104, China	Jiangsu	0514-7461252	0514-7461090	yll@yangli.com	www.yangli.com	Metalforming machine
Jinan No. 1 Machine Tool Group Co., Ltd.	4 Jiyi Xichang Rd., Jinan, Shandong 250022, China	Shandong	0531-7963300 ext. 2299	0531-7110496	sales@jfnt.com.cn	www.jfnt.com.cn	Lathes, Machining centers
Jinan No. 2 Machine Tool Group Co., Ltd.	4 Jichuang Erchang Rd., Jinan, Shandong 250022, China	Shandong	0531-7963311	0531-7109674	info@2jmg.com	www.2jmg.com	Presses, Machining centers
Kunming Machine Tool Co., Ltd.	23 Ciba Rd., Kunming, Yunan 650203, China	Kunming	0871-5212409	0871-5150317			Boring machines
Kunming Milling Machine Works	Luosuopo, North Suburb Kunming, Yunnan 650201, China	Kunming	0871-5227226	0871-5227226	kunxi@public.km.yn.cn	www.kunxi.com	Milling machines
Lunan Machine Tool Co., Ltd.	14 Jinghe East Rd., Tengzhou, Shandong 277500, China	Shandong	0632-5583705	0632-5583650			Lathes, turning centers
Nanjing Machine Tool Works	20 floor Zujiang Building, 280 Zujiang Rd., Nanjing, Jiangsu 210018, China	Jiangsu	025-3229290	025-3229290			turning machines

Appendix 2: Major Chinese Machine Tool Manufacturers, Continued

Company Name	Address	Province	Telephone	Fax	Email	Website	Products
Nanjing No. 2 Machine Tool Works	66 Lingjiaoshi, Shuiximen, Nanjing Jiangsu 210004, China	Jiangsu	025-2219394	025-221-2011	ied@nmt2.com	www.nmt2.com	Gear cutting machines
Ningjiang Machine Tool Group Co., Ltd.	94 Puyang Rd., Dujiangyan, Sichuan 611831, China	Sichuan	028-87132411	028-87133468	njmtw@djy.scsti.ac.cn	www.njmtw.com.cn	Machine centers
Qinchuan Machine Tool Group Co., Ltd.	22 Jiangtan Rd., Baoji, Shaanxi 721009, China	Shaanxi	0917-3395358	0917-3393994	qcie@xa-public.sn.cninfo.net	www.qinchuan.com	Gear grinding machines, gear hobbing machines
Qiqihar No. 2 Machine Tool Works	54 Yongan Street, Longsha, Qiqihar, Heilongjiang 161005, China	Heilongjiang	0452-2475931	0452-2426301			Presses, Machining centers
Shaanxi Machine Tool Works	Baoji, Shaanxi 721300, China	Shaanxi	0917-6292461	0917-6413116			OD Grinding machines
Shanghai Grinding Machine Works	1043 Beidi Rd., Shanghai 200335, China	Shanghai	021-52181687	021-52181014			OD Grinding machines
Shanghai Machine Tool Works Co., Ltd.	1146 Jungong Rd., Shanghai 200093, China	Shanghai	021-65483006	021-65492250	sm@sgmri.com	www.sgmri.com	Various machine tools
Shanghai No. 4 Machine Tool Works	539 Ledu Rd., Songjiangqu, Shanghai 201600, China	Shanghai	021-64044768	021-64044768	sjmtw@online.sh.cn	www.h3mt.com	Milling machines, machining centers
Shanghai Punching & Shearing Machine Works	1041 Beizhai Road, Shanghai 200335, China	Shanghai	021-64855583	021-64850953			Transformer, Clutch

Appendix 2: Major Chinese Machine Tool Manufacturers, Continued

Company Name	Address	Province	Telephone	Fax	Email	Website	Products
Shanghai Tool Works Co., Ltd.	920 Dalian Rd., Shanghai 200092, China	Shanghai	021-65038055	021-65031877	stwco@public3.sta.net.cn	www.sto-co.com	Cutting tools, Instruments
Shenyang Machine Tool Works	114 Dongbei Damalu, Dadong, Shenyang, Liaoning 110044, China	Shenyang	024-88113643	024-88113643			Lathes,
Shenyang No. 1 Machine Tool Works of SMTCL	22 Xinghua North Street. Tiexi, Shenyang, Liaoning 110025, China	Liaoning	024-25875311 ext. 7050	024-25853169	snoimtw@mail.sy.ln.cn	www.s1.com.cn	Lathes,
Tianjin No. 1 Machine Tool Works	146 Jintang Rd., Tianjin 300180, China	Tianjin	022-24390723	022-24390644	slaes@tmtw.com	www.tmtw.com	Machining centers, gear hobbing machines
Wuhan Heavy Duty Machine Tool Works	108 Zhongbei Rd., Wuchang, Wuhan 430077, China	Wuhan	027-87312117	027-87816787	whhdmtd@public.wh.hb.cn	www.whhdmtd.com	Vertical Lathes, Grinding machines, etc.
Wuxi Machine Tool Works Co., Ltd.	11 Hubin Rd., Wuxi, Jiangsu 214061, China	Jiangsu	0510-5802978		ncgtc@pub.wx.jsinfo.net		ID Grinding machines
Yantai Global Machine Tool Accessory Group Co., Ltd.	1 Fenghuangtai Rd., Yantai, Shandong 264002, China	Shandong	0535-6531401	0535-6524611			Machine tool accessory
Yunnan Machine Tool Works	196 Renmin East Rd., Kunming, Yunnan 650051, China	Yunnan	0871-3132263	0871-3194791	center@cy-ymtw.com	www.cy-ymtw.com	Lathes

Source: AMT's China Office

Note: This table only contains the top 30 manufacturers, if you need a list of "all" manufacturers for a certain type of machine tool or part please contact AMT's China office directly (info@AMTchina.org).

Appendix 3: Distributors in China

Distributor	Address	City, Province	Postal Code	Phone Number	Fax Number
Asia Info Science Co. Ltd.	Rm 1910 Tower B, Regent Centre 63-70 Wo Yi Hop Road	Kwai Chung, Hong Kong		852-2-610-0987	852-2-319-0762
Beijing Holland Ome Engineering Ltd.	Art Museum West Courtyard of Beijing Wanshousi Xisanhuan North Road	Beijing	100081	86-10-841-8857/8860	86-10-841-8857
Beijing Joinus Industrial Sys. Ind.	#42 FuCheng Road, Hai Dian Di	Beijing,	100036	86-10-68120259	86-10-68120252
Beijing Lordly M&E Co., Ltd	Room 8003, Becheng Bldg. (A) 21	Beijing	100080	86-10-255-3031/3805	86-10-258-7100
Bridgeport Machines - Beijing	46 Fangia Alley Annei	Beijing		86-10/6406-8961 or 6407-4091	
Brighton Industries Corp. (The)	No. 39 Jing Ying Xi Bien Jie, Unit No. 2	Talyuan City, Shanxi, PRC	30001	86-351-308-4296	86-351-306-4296
Brighton Industries Corp. (The)	519 Xin Hua Road, 3rd Floor	Shanghai City, PRC	200052	86-21-6280-0387	86-21-6282-9580
Brighton Industries Corp. (The)	Room 909, Beijing Hotel, No. 10, Baoan Road	Shenzhen, Guangdong, PRC	518001	86-755-558-1640	86-755-559-3387
Brighton Industries Corp. (The)	3/F, No. 2 Aviation Road, Hankou	Wuhan City, Hubel, PRC	430022	86-27-577-6920	86-27-577-7080
Brighton Industries Corporation (The)	Room 2020 Ritan Comm. Bldg. A-15 Guang Hua Road	Beijing	100020	86-10-6595-7557	86-10-6595-7150
Champion Machine Tools International	Room M438, Jing Bao Garden No. 183 An Ding Mon Wai Da Jie Dong Chong District	Beijing	100011	86-10-426-2172 (038)	86-10-426-5872
China Royal Machine Tool Technology& Training Corp	46 Fangjia Alley	Annai, Beijing	100007	86-10-464-2366	86-10-401-1042
Dantsin	Cui Wei Road, 4th Floor Printing Science & Tech. Bldg.	Beijing	100036	86-10-68153686	86-10-68152877

Appendix 3: Distributors in China, Continued

Distributor	Address	City, Province	Postal Code	Phone Number	Fax Number
DeVlieg-Bulland	Room 1614, Everbright Building 6 Fu Xing Men Wai Street	Beijing	100045	86-10-6856-1418	86-10-6856-1419
Expertrich Industies Ltd.	Room 358, Du LI Dynasty Office Center No. 6 East Beisanhuan Road	Chaoyang District, Beijing	100028	86-10-6461-9475	86-10-6461-9476
First Automotive Group Corp., Equipment Dept.	Changs Chun Dong Feng Street		13011	86-10-590-4316	86-10-431-590-1721
Freeson Co., Ltd.	Room 1303, Gate 2 Jing Hua Apartment, No.24 Jian Guo Men Wai De Jie	Beijing	100022	86-10-65150140	86-10-65158968
Freeson Co., Ltd.	Flat F/Floor 28North BuildingShanghai Ind. Investment Center28F, NO. 28 Cao Xi Bei RoadXu Jia Hui	Shanghai		86-21-64860686/7	86-21-64860685
Freeson Company, Ltd.	Floor 23, Scriven Tower, C24 Jian Guo Men Wai Da Jie	Beijing		86-10-65156551	86-10-65156561
Gerbhaut	Yanjing Hotel Room 4117 19 Fuxingmenwai St.	Beijing	100046	86-10-6583-6688 ext. 4116	86-10-6851-0592
Giddings & Lewis Representative Office	Room 208, Towercast Plaza No.3 Maizidian West Road Chaoyang District	Beijing	100016	86-10-646-79988 ex.62080	86-10-646-72279
Giddings & Lewis Representative Office	Room 2103, Shenxin Bldg. 200, Ninghai Road (E)	Shanghai	200021	86-21-637-46666 ext. 2103	86-21-637-42998
Giddings & Lewis Representative Office	No.7 Jingshun Road, Dongzhimen Wai	Beijing	100028	86-10-6463- 2984/6460-6963	86-10-6463-2984

Appendix 3: Distributors in China, Continued

Distributor	Address	City, Province	Postal Code	Phone Number	Fax Number
Hardinge China Liaison Office	Suite D, 15/F Jia Xiang International Trade Bldg. NO. 28 South Section, Han Guang Road	Xian	710061	86-29-823-1317/1319	86-29-823-1382
Hardinge China Liaison Office	Room 519, Suite B Beijing COFCO Plaza No. 8, Jianguomennei Dajie, Dong Cheng District	Beijing		86-10-6526-0761/0762	86-10-6526-0764
Hardinge Machine (Shanghai) Co. Ltd.	858 Tang Lu Road Lot 55 Jingiao Export Processing Zone Pudong New Area	Shanghai	201206	86-21-5-854-5305/2504	86-21-5-854-1505
Hegenscheidt-MFD Corporation - Beijing Office	2910 Beijing New Century Hotel	Beijing	100044	86-10-6849-1373	86-10-6849-1363
ITW (China), Beijing Office	Room B2008, Vantore, New World Plaza No 2 Fu Cheng Men Wai Ave West District	Beijing	100037	86-10-513-4210	86-10-513-4213
Joinus Industrial Systems Integration, Inc	#42 Fucheng Road Haidian District	Beijing	100036	86-10-681-20-250	86-10-681-20-252
Kingsbury Corporation	Shanghai Office Room 6007, Shanghai Hotel 505 Wulumuqi Road (N)	Shanghai,	200040	86-21-6249-0463	86-21-6249-0463
Lepack Co. Ltd.	27 Shing Yip Street M1 SunbeKwun Tong Kowloon	Hong Kong		852-790-5468	852-797-8170
Megafield International Ltd.	1-9-2, No. 24 Jian Guo Men Wai Street	Beijing	100022	86-10-6515-8978/7090	86-10-6515-7085
OLFF & Company	Room 2704, 1515 Nanjing Road Shanghai Kerry Centre	Shanghai	200	86-21-6289-1053/56/59	86-21-6289-1047

Appendix 3: Distributors in China, Continued

Distributor	Address	City, Province	Postal Code	Phone Number	Fax Number
PRI Beijing	Xin Hong Office Bldg., Room A110 No.8 Che Dao Gou Street	Beijing	100081	86-10-6842-7175	86-10-6842-7175
Reickermann	Room 625, Tower 2 Bright China Chang An Building No. 7 Jianguomennel Avenue Dong Cheng District	Beijing	100005	86-10-6510--2266	86-10-6524-006
Shanghai Cimic Co. Ltd.	Room 2-3-2, Block 3 No. 24 Jianguomen Wai Street	Beijing	100022	86-10-6515-8918	86-10-6515-0368
Shanghai Cimic Co., Ltd.	20F., Suncome-Cimic Tower 239 Shang-Cheng Road	Shanghai	200120	86-21-6875-8311	86-21-6875-6889
Shanghai Cimic Co., Ltd.	Cao Lu Industrial Estate	Pu Dong, Shanghai	201209	86-21-5863-7812	86-21-5863-7811
Shanghai De-Tong Co. Ltd.	Balluff Technology Shanghai Room 100 Teachings Building No. 1 Dept. of Applied Physics Shanghai University 1954 Hua Shan Road	Shanghai	200030	86-21-6281-2918	86-21-6281-2918
Shanghai Machine Tool Works (Licensee)	1146 Jungong Road	Shanghai	200093	86-21-65-483006	86-21-65426752
Shenzhew Ocean Power Industrial Co., Ltd.	Block C&D, 7 & 8/F Bldg. F3.8 Tianan Ind. Dev. Area	Chegongmiao Chegongiao Shenzhew,		86-755-3300-666	86-755-3300-726/727
Siber Hegner	23-04 Citic International Building 19 Jianguomenwai Street	Beijing		86-1-5004308	86-1-5127509

Appendix 3: Distributors in China, Continued

Distributor	Address	City, Province	Postal Code	Phone Number	Fax Number
Siber Hegner	Shanghai Union Building, 19th Floor Rooms 1902-1903 Yanan Dong Lu/Sichuan Zhong Lu	Shanghai		86-21-84432895	
SSIMC Enterprises Inc. Shanghai Office.	Room 1904, Ming Zhu Bkdg. 1328 Zhang Tang Lu, Pu Dong	Shanghai	200122	86-21-58200482	86-21-58200482
Tai Ting Industrial Equipment	Room 503, Block 4 No. 4 Jianguo Man Wai Street	Beijing	100022	86-10-6515-0236	86-10-6515-0235
Tai Ting Industrial Equipment	Flat A, I/F, Blk A, President Mansion 868 Nus Shan Road	Shanghai	2000050	86-21-6212-2018	86-21-6212-2019
Tai Tong Machinery	2/F M & E Building No. 187 Dade Road	Guangzhou	510120	86-20-8339-8719	86-20-8337-4022
Tai Tong Machinery Co., Ltd.	Room No. 427, Hue Ying Bldg., No. A-14 Fu Xing Road, haidian District	Beijing	100036	86-10-6395-5467/63	86-10-6396-9833
Taiyang Livernois China	Room 207, Bin Du Yuan Gong Yu, N0 15, Zao Ying Bei Li Nong Zhan Guan Bei Lu	Beijing, Chao Yang District	100026	86-10-659-14868	86-10-659-14890
Trocha International	Shanghai Office 201 Mao Miag Road - South Rujin Building - Room 1417	Shanghai	200020	86-21-472-1522	86-21-472-2684
Trocha International	Beijing Office, Jingshan Burlingame Commercial Bldg-Room 717-33, Dengshikou St.	Beijing, Dong Cheng District	100006	86-10-6522-9679	86-10-6528-2352
Ultra Pacific Development Ltd.	Asian/Pacific Support Room 909, 9/F, CRE Centre 889 Cheung Sha Wan Road	Kowloon, Hong Kong		852-2785-7870	852-2785-1073

Appendix 3: Distributors in China, Continued

Distributor	Address	City, Province	Postal Code	Phone Number	Fax Number
Unison International	Jinjiang Hotel Suite 6311-3	Shanghai	200020	86-21-258-2582 ext. 5313	86-21-4722551
United Best Merchandising, Inc.	631 Ling Ling Road Aile Mansion Suite 13D	Shanghai	200030	86-21-6486-6608	86-21-6486-6985
Vickers Electronic Systems	Room 1018 Tower 2 Bright China Chang An Building No.7 Jiang Guomen Nei Dajie	Beijing	100005	86-10-651-01838	86-10-651-01838

Source: AMT's Information Resource Center Distributor Surveys and data from various trade associations.

Note: Updated and more detailed information on distributors can be requested from the Information Resource Center at 800-544-3597.



Appendix 4: Tier 1 Suppliers for SAW

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
DMC Shenzhen Co.	Guangdong		medium dumper (EQ3151G31D), 24 (2000); wheel tractor (EQ4151G31D, EQ4242G31D), 68 (2000); concrete mixing truck (EQ5242GJB32D), 10 (2000); Dongfeng brand
Dongfeng-Honda Automotive Parts Co., Ltd.	Guangdong		gasoline engine; transmission; camshaft
Dongfeng-Honda Engine Co., Ltd.	Guangdong	itg@dhec.com.cn www.dhec.com.cn	transmission, 51,210(sales) (2001), Sales:3.747 billion (2001); 2.262 billion (2000), Fixed Assets:476.7 million (2001)
Fengshen Automobile Co., Ltd.	Guangdong	www.fengshenmotor.com	sedan (EQ7200I,II), 18,512 (2001); Bluebird brand
Dongfeng Liuzhou Automobile Co., Ltd.	Guangxi		medium truck (LZ1090G,1090M,1092G,1092J), 2,304 (2000); light truck (LZ1020KC,LZ1020LD,LZ1050MD), 2,834 (2000); heavy-duty truck (LZ1140M), 106 (2000); Dongfeng, Chenglong brand
Liuzhou Liuxin Automotive Stamping Co., Ltd.	Guangxi	lxco@lxco.com.cn www.lxco.com.cn	cabin (LZ1071,1101,1260,6460), 11,309(sales) (2001)
Guizhou Beijixing Special Purpose Automobile Works	Guizhou		special-purpose vehicle, 31 (2000)
Kaifeng Automotive Engine Works	Henan		diesel engine (EQ140), 5 (2000); flywheel (BJ2021), 1,027 (2000)
Nanyang Weikeda Automotive Gear Co., Ltd.	Henan		spiral bevel gear (JN1141,EQ1090), 10,686 (2000)
Xixia Automotive Water Pump Factory	Henan	hxs@public.nyptt.ha.cn www.xixia-notorpump.com.cn	water pump (Jetta, 6105,CA488,WD615,4102), 236,408 (2000)
Zhengzhou Light Automobile Works	Henan		light bus (ZQ6560, ZQ6600), 256 (2001); mini bus (ZQ6702), 2 (2000); medium bus (ZQ6732), 15 (2000); Yupai, Yazhou brand
Chufeng Special Purpose Automobile Works	Hubei		medium dumper (HQG3101), 17 (2000); medium truck (HGG1104GD,1100,HQG110F), 3,538 (2000); heavy-duty truck (HQG1141GD,1140GD), 36 (2000); Chufeng brand
DFAC Diesel Engine Factory	Hubei	www.df-cummins.com.cn	diesel engine; Cummins brand
DMC Drive Shaft Plant	Hubei		drive shaft
DMC Electrical Components Co., Ltd.	Hubei		alternator (EQ), 350,000 (2000); starter (EQ), 180,000 (2000)
DMC Engine Plant	Hubei	www.dfmengine.com	gasoline engine; diesel engine
DMC Instrument Co.	Hubei		instrument; gauge; Fengshen brand
DMC Leaf Spring Co., Ltd.	Hubei		leaf spring (EQ), 940,000 (99)

Appendix 4: Tier 1 Suppliers for SAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
DMC Leaf Spring Co., Ltd.	Hubei		leaf spring (EQ), 940,000 (99)
DMC No. 1 Casting Factory	Hubei	dfzyscbl@public.sy.hb.cn www.zzyc.com	casting
DMC No. 2 Casting Factory	Hubei	zzecjkh@dfminfo.mail.com.cn	casting
DMC Radiator Co., Ltd.	Hubei	radiator@public.sy.hb.cn www.dongfeng.com.cn/LBJ	radiator (EQ1108G6D12), 273,000 (99)
DMC Stamping Die Factory	Hubei		die
DMC Standard Fastener Co.	Hubei		fastener (EQ)
DMC Transmission Co., Ltd.	Hubei	hsun@263.net	transmission (EQ1092F,1108,1090), 118,133 (99); Dongfeng brand
DMC Wheel Co.	Hubei		wheel rim (EQ1092F,EQ1108G,EQ114G,EQ2081,EQ210), 1.3 million (2000)
Dongfeng Cummins Engine Co., Ltd.	Hubei		diesel engine; Cummins brand
Dongfeng Enterprise Corp. Heat Exchanger Co.	Hubei	dfflying@dongfeng.net www.dfm-flying.com	heater; radiator; DMC Flying brand
Dongfeng-Chuangpu Special Purpose Vehicle Remanufacturing Co., Ltd.	Hubei		semi-trailer; dumper
Dongfeng-Citroen Automobile Co., Ltd.	Hubei	webmaster@mail.dcac.com www.dcac.com	sedan (DC7140,DC7141,DC7160,DC7161), 53,194(sales) (2001); Fookang,Picasso brand
Dongfeng-Fuji-Thomson Thermostat Co., Ltd.	Hubei	atcltd@public.sy.hb.cn www.dftc.com.cn	radiator parts, (99); thermostat
Dongfeng-Pan Automotive Aluminum Heat Converter Co., Ltd.	Hubei		air conditioner, 50,000 (annual capacity)
Feining Steering Systems Co., Ltd.	Hubei		power steering (EQ1092,EQ1141,KM1090,1020SN,NHR), 37,799 (2000); cross & side rod, 12,393 (2000)
Grand Motor Co., Ltd.	Hubei	grand@cncar.net www.grand.cncar.net	special-purpose vehicle (WTQ6471); light bus (WTQ6471), 678 (2000)
Shenyang Special Purpose Automobile Group Corp.	Hubei		heavy-duty dumper (YG3140), 203 (2000); medium dumper (YG3093, YG3094, YG3092), 1,873 (2000); medium truck (YG1106), 723 (2000)
Shiyan Automotive Axle Factory	Hubei		clutch steel plate (EQ1090), 23,900 (2000); clutch pressure plate (EQ1090), 18,100 (2000); brake shoe (EQ1090, EQ1092,EQ2080), 570,000 (2000)
Shiyan Automotive Body System Co., Ltd.	Hubei		cabin (EQ1118G,1061G,1141G), 6,313 (2000); window regulator (EQ1118G,1061G,1141G), 336,800 (2000)

Shiyan Automotive Cylinder Sleeve
Factory

Hubei

cylinder sleeve (EQ6100,6102,6105), 860,000 (2000)



Appendix 4: Tier 1 Suppliers for SAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
Wuhan No. 2 Automotive Parts Factory	Hubei		window regulator (EQ1141,EQ1090-2), 61,132 (99); glass, 38,366 (99)
Wuhan Valve Factory	Hubei		intake & exhaust valve (EQ1090), 630,000 (2000); Fengshen brand
Hubei Automotive Battery Factory	Hubei		battery (Fukang,EQ1061T50I,EQ1092F), (2000)
Hubei Automotive Gear Factory	Hubei		transfer case, 2,556 (2000); power take-off, 19,390 (2000)
Hubei Baoma Spring Co., Ltd.	Hubei		spring (EQ1090,1141G), 10.78 million (2000)
Hubei Dongli Industrial Co.	Hubei		rear axle (EQ1141), 13,855 (99); front shaft (EQ1141), 13,855 (99)
Hubei Silian Automobile Industry Group Corp.	Hubei	hbslald@public.js.hb.cn www.hbsilian.com	brake master cylinder (EQ1090,EQ1141), 22,024 (99); windshield wiper (EQ1090,EQ1141), 127,609 (2000)
Hubei Taiping Automotive Accessories Co., Ltd.	Hubei		rubber seal, (2000); wire harness, 16,472 (2000); Shancha brand
Hubei Tongda Shareholding Co., Ltd.	Hubei		fuel tank, 126,040 (2000); muffler, 119,925 (2000); fan clutch, 4,875 (2000); Tongda Tongda brand
Hutchinson-DFEDC Automotive Seal Co., Ltd.	Hubei	sybutdf@sy.hb.cninfo.net www.cnauto.com/catalog/sydsm.htm	oil seal; DONGMI brand
DMC Langli Automotive Body General Factory	Hunan		cabin (EQ1092, EQ1090,EQ1108,EQ1141,EQ1061), 547 (2000)
Hunan Automotive Axle Factory	Hunan		light truck (HNQ1061P, HNQ1060), 16 (2000); light bus (HNQ6690, EQ6600, EQ6700,EQ6780), 6,718 (2001); Dongfeng, Bangle brand
Hunan Special Purpose Automobile Works	Hunan		medium dumper (HZC3092), 15 (2000); special-purpose vehicle (HZC5100-ZYSC,HZC5102JSQ,HZC5101JSQ), 89 (2000); Feitao brand
Huai'an Automotive Parts Industry Corp.	Jiangsu		micro motor, 6,896 (99)
Jiangsu Feichuan Gear Factory	Jiangsu		spiral bevel gear (HFJ,SK410,BJ1041), 152,256 (2000); half shaft gear (BJ2020,1041,HFJ1010), 974,120 (2000); brake pad (100,125), 1,948,240 (2000); Feichuan brand
Suzhou Automotive Parts Factory	Jiangsu		clutch disc (EQ145, EQ153, EQ140, NJ130), 74,162 (98); clutch pressure plate (EQ145, EQ153, EQ140, NJ130), 51,955 (98)
Xuzhou Special Purpose Automobile Works	Jiangsu		heavy-duty dumper (XZ3160), 92 (2000); medium semi-trailer (XZ9140), 310 (2000); medium dumper (XZ3090,XZ3130), 21 (2000); Huafeng brand

Appendix 4: Tier 1 Suppliers for SAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
Chaoyang Diesel Engine Co.	Liaoning	dfcydc@mial.cyptt.ln.cn www.dcd-chn.com	diesel engine (4102,4105,4102BZQ,6102), 73,682 (2000);
Yan'an Automotive Industry Corp.	Shaanxi		heavy-duty dumper (YA3170,YA3320Z), 2 (2000); box vehicle (YA5092, YA5140, YA5141), 73 (2000); medium dumper (YA3091Z), 3 (2000); Sanhuan brand
Longkou Automobile Remanufacturing Factory	Shandong		special-purpose vehicle, 500 (98); Fulong brand
Shanghai Dongfeng Automotive Fastener Co., Ltd.	Shanghai		fastener (Dongfeng, Fookang)
Shanghai Dongfeng Morse Control Cable Co., Ltd.	Shanghai		control cable, 300,000 (annual capacity); flexible shaft, 350,000 (annual capacity)
Shanghai Magneti Marelli Dongfeng Automotive Components Co., Ltd.	Shanghai		rectifier (Fookang), 40,000 (99)
Shanghai Saginaw-Dongfeng Steering Gear Co., Ltd.	Shanghai		rack & pinion steering system, 300,000 (annual capacity)
Shanghai Teqiang Fastener Technology Co., Ltd.	Shanghai		fastener (Fookang, Dongfeng), 80 million (annual capacity)
Siemens Automotive Electric Motor Co., Ltd.	Shanghai		cooling fan (Fookang, Audi), 600,000 (annual capacity); electric motor (Audi, Small Red Flag), 500,000 (annual capacity); Siemens brand
DMC Xinjiang Automobile Works	Xinjiang	zhangl.j@xj.cninfo.net	heavy-duty dumper (EQ2110,2080,2140,2160), 2,398(sales) (2001); heavy-duty truck (EQ1211,1241,1185); refitted truck (EQ3211,3171,4250,4185), 12(sales) (2001); Dongfeng brand
Dongfeng Yunnan Automobile Co., Ltd.	Yunnan		medium truck (KM1092,KM1100), 1,858 (2000); light truck (KM1040), 668 (2000); light bus (KM6600), 29 (2000); Dongfeng brand
Dongfeng Hangzhou Automobile Co., Ltd.	Zhejiang		medium truck (DHZ1111,DHZ1112,DHZ1113,DHZ1090), 2,638 (99); medium dumper (DHZ3092,DHZ3110), 143 (99); medium bus (HZ1110), 3,143 (98); Sanlian brand
Dongfeng Nissan Diesel Motor Co., Ltd.	Zhejiang	dnd@df-nissandiesel.com www.df-nissandiesel.com	heavy-duty truck (CWA, CKA54, CWA/CKA46), 207 (2000); large bus chassis (RB46), 149 (2000); UD DND brand

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
Dongfeng Nissan Diesel Motor Co., Ltd.	Zhejiang	dnd@df-nissandiesel.com www.df-nissandiesel.com	heavy-duty truck (CWA, CKA54, CWA/CKA46), 207 (2000); large bus chassis (RB46), 149 (2000); UD DND brand
Hangzhou Dongfeng Bus Co., Ltd.	Zhejiang		large bus (DHZ6111), 2 (2000); medium bus (DHZ6971PF,6960,6820,6972), 473 (2000); light bus (DHZ6601HF), 1,013 (2000) (6601PE,6700D); Tian'e, Dongfeng, Zhijiang brand
Xiangshan Cylinder Gasket Factory	Zhejiang		cylinder gasket (EQ1090,YC6108Q,YC6105QC,LE6105QB), 1.25 million (2000)
Yiwu Automotive Brake Valve Factory	Zhejiang		brake valve (EQ), 78,300 (2000); relay valve, 13,850 (99); quick release valve, 14,120 (99)
Zhejiang Automotive Gear Factory	Zhejiang		transmission gear; spiral bevel gear

Source: AMT's China Office

Note: More detail including address, phone numbers and sales figures are available –call the Information Resource Center at 800-544-3597 and request the list of SAW Tier One supplier companies in China.



Appendix 5: Tier 1 Suppliers for FAW

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
Anhui Jinguang Machinery Co., Ltd.	Anhui	tcjg138@mail.hf.ah.cn , www.ahjinguang.com	camshaft (Jiefang, Yuejin, Cummins, IVECO); crankshaft; Jinguang brand
FAW Shunde Automobile Works	Guangdong		light truck (CA1046), (98); light box vehicle (CA5020XBY,YSQ5020XBY), 23 (99); sedan (CA7246L,CA7200), 29 (99)
FAW-Hainan Automobile Co., Ltd.	Hainan	fhcxs@public.hk.hi.cn , www.hnmazda.com	sedan (CA7180AE,CA7220AE,CA7200E3,CA7160), 3,059 (2000); light bus (HMC6470), 1,310 (2000)
Shijiazhuang Aluminum Radiator Co.	Hebei	lwmcx@sina.com , www.chsal.com	radiator (Santana, Jetta), 6,918 (99); heater (Jetta,CA7720), 39,689 (99)
FAW Harbin Light Truck Factory	Heilongjiang		light truck (CA1046L/L2), 2,338 (2000); Jiefang, Xingguang brand
FAW Harbin Transmission Factory	Heilongjiang		transmission (CA1026), 10,857 (2000); Hachi brand
FAW Wuxi Diesel Engine Plant	Jiangsu	sida@mx.js.cei.gov.cn , www.wdew.com	heavy-duty dumper (FXC3160PK2T1,CA1092PK2L4,CA1092PK2L6), 953 (2000); medium dumper (FXC3101K2,FXC3110PK2), 953 (2000); box vehicle (FXC5104X,FXC5082XXY,FXC5111XXY), 1,756 (2000); Fenghuang brand
Wuxi Automobile Works	Jiangsu	thbus@public1.wx.js.cn	light box vehicle (XQ5050), 205 (2000); medium bus (XQ6990, XQ6100Y), 1,160 (2000); medium bus chassis (XQ6960), 1,374 (2000)
Nanchang Cylinder Gasket Factory	Jiangxi		cylinder gasket (EQ1090,CA1091,BJ2020,493Q), 180,000 (2000); Changcheng brand
Changchun Light Engine Factory	Jilin		diesel engine, 18,581 (95); casting, 126,727 (95)
Changchun Sanjia Carburetor Co., Ltd.	Jilin		carburetor, 81,010 (97)
Changchun Tower Golden Ring Automotive Products Co., Ltd.	Jilin	tgr@public.cc.jl.cn	rear axle assembly; frame
FAW Body Factory	Jilin		cabin (CA1081,1110PK2L5,1046L2,1140), 34,669 (99)
FAW Bus Chassis Factory	Jilin		medium bus chassis, 681 (95)
FAW Car Co., Ltd. No. 2 Engine Plant	Jilin		gasoline engine (CA4G22), 68,000 (2000)
FAW Carburetor Co., Ltd.	Jilin		carburetor
FAW Cargo Box Factory	Jilin		cargo body (CA142, CA141)
FAW Changchun Gear Factory	Jilin		transmission, 180,000 (95)
FAW Changchun Light Truck Factory	Jilin		light truck (CA1042), 14,666 (95); Changchun brand
FAW Changda Automotive Plastic Components Co., Ltd.	Jilin		wheel rim (Audi, Mini Red Flag), 10,000 (95); radiator cover, 40,000 (95)

Appendix 5: Tier 1 Suppliers for FAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
FAW Chassis Factory	Jilin		front axle, 100,000 (95); rear axle, 100,000 (95)
FAW Die Manufacturing Co., Ltd.	Jilin		casting die
FAW Engine Plant	Jilin	bgs-fdj@faw.com.cn	diesel engine (CA6102), 15,800 (98); gasoline engine
FAW Forging Co., Ltd.	Jilin		forging blank, 44,083 (95)
FAW Forging Factory	Jilin		casting blank, 65,623 (95)
FAW Foundry Co., Ltd. Foundry Mold & Equipment Factory	Jilin		mold
FAW General Assembly Plant	Jilin		medium truck, 40,065 (95)
FAW Heat Treatment Factory	Jilin		equipment
FAW Jilin Light Vehicle Factory Farm Vehicle Co., Ltd.	Jilin		farm vehicle (JL2310W-1,JL2310-1,JL2310P,JL1030P4LK), 2612 (2000)
FAW No. 1 Passenger Car Plant	Jilin		sedan; Hongqi brand
FAW No. 2 Casting Factory	Jilin		casting
FAW Pump Accessories Factory	Jilin		oil pump parts
FAW Sanyou Automobile Manufacturing Co., Ltd	Jilin		special-purpose vehicle
FAW Shock Absorber Factory	Jilin		shock absorber, 110,000 (95)
FAW Sihuan Automobile Co., Ltd. Wheel Branch Co.	Jilin		wheel (CA1092,CA1046L,JETTA,CA1261), 1.85 million (2000)
FAW Sihuan Automotive Product Co., Ltd. Chassis Parts Factory	Jilin		steering knuckle pin, 80,000 (95)
FAW Sihuan Body and Frame Factory	Jilin		frame, 80,000 (95)
FAW Sihuan Body Filter Factory	Jilin		air filter; oil filter
FAW Sihuan Carburetor Filter Factory	Jilin		heater (CA1091), 34,863 (2000); light (CA1091/1140/1160), 643,415 (2000); switch (CA1091), 90,000 (2000)
FAW Sihuan Changqing Automotive Electrical Components Factory	Jilin		ignition coil, 9,000 (95); Guoteng brand

Appendix 5: Tier 1 Suppliers for FAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
FAW Sihuan Engine Parts Factory	Jilin		piston ring
FAW Sihuan Enterprise Corp.	Jilin		medium dumper (CA3192/3100), 3,160 (2000); trailer (CA4192/4100), 1,352 (2000)
FAW Sihuan Hongqi Casting Factory	Jilin		brake drum, 200,000 (95)
FAW Sihuan Petrofer Special Lubricating Medium Co., Ltd.	Jilin		lubricating medium
FAW Sihuan Radiator Parts Factory	Jilin		heater, 110,000 (95); trestle, 60,000 (95)
FAW Sihuan Rubber and Plastic Factory	Jilin		locating part, 160,000 (95)
FAW Sihuan Steering Gear Tool General Factory	Jilin		jack, 90,000 (95)
FAW Sihuan Tool Works	Jilin		muffler, 100,000 (95)
FAW Sihuan Transmission Components Factory	Jilin		transmission parts, 100,000 (95)
FAW Sihuan Transmission Gear Factory	Jilin		transmission gear
FAW Sihuan Wheel Rim Factory	Jilin		stamping part
FAW Siping Special Purpose Automobile Works	Jilin		heavy-duty dumper (SP3161, SP3260,), 2,767 (2000); medium semi-trailer (SP9150-1A, SP9200), 279 (2000); concrete mixing truck (SP5161GJB), 10 (2000); Xiongfeng brand
FAW Special Purpose Automobile Works	Jilin		medium truck, 7,621 (95); dumper, 1,647 (95); axle
FAW Special Purpose Casting Factory	Jilin		precision casting, 860 (95)
FAW Special Purpose Machine Tool Factory	Jilin		machine tool
FAW Tool Factory	Jilin		tool, 3 million (95)
FAW Transmission Plant	Jilin		transmission (Jiefang), 91,721 (95)

Appendix 5: Tier 1 Suppliers for FAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
FAW United Aluminium Radiator Co., Ltd.	Jilin	uarco@public.cc.jl.cn	radiator, 520,000 (annual capacity)
FAW United Casting Co., Ltd.	Jilin	fawkh@public.cc.jl.cn	transmission case, 30,000 (annual capacity)
Fawer Automotive Parts Co., Ltd. Pump Co.	Jilin	hg@fawer.com.cn	oil pump, 102,000 (95); water pump, 70,000 (95)
Fawer Automotive Parts Co., Ltd. Trim Co.	Jilin	bgs_nsj@faw.com.cn	seat cushion; instrument panel
FAW-Kelsey Hayes Automotive Chassis Co., Ltd.	Jilin		sedan chassis, 150,000 (annual capacity)
FAW-Volkswagen Automobile Co., Ltd.	Jilin		sedan, 133,893 (2001); Audi, Jetta, Bora brand
FAW-Zexel Climate Control Systems Co., Ltd.	Jilin	zexel@163.com	air conditioner, 300,000 (annual capacity)
Jilin Light Automobile Works	Jilin		light truck, 10,831 (95); light bus, 7,363 (95)
Jimei Automotive Trimming Products Co., Ltd.	Jilin		radiator cover, 30,000 (95)
Jiutai Automotive Casting Factory	Jilin		forging, 3,623 (99)
Sanlong Standard Fastener Co., Ltd.	Jilin		fastener, 220 million (annual capacity)
Dalian Diesel Engine Factory	Liaoning	ddew@mail.dlptt.ln.cn www.fawdiesel.com.cn	diesel engine (6110,6113,CA498,6118,4118), 70,996 (2000); Dachai brand
FAW Dalian Bus Factory	Liaoning	dkbgs@mail.dlptt.ln.cn	medium bus (DK6894C,DK6972C,DK6990,CA6980), 249 (2000); light bus (DK6702,CA6601Y), 52 (2000); Yuanzheng, Jiefang, Hongqi brand
Liaoyang K.S. Automotive Spring Co., Ltd.	Liaoning	lks01@mail.lyptt.ln.cn	bearing, 380,000 (2000); KS brand
Shenyang Automotive Steering Gear Factory	Liaoning		steering gear (SY1041,6480), 559 (2000)
Yingkou Automotive Bearing Co., Ltd.	Liaoning	jingzhe2@online.ln.cn www.ykbearing.com	bearing (CA1091K2,EQ1092), 1.11 million (2000); Feiche brand

Appendix 5: Tier 1 Suppliers for FAW, Continued

COMPANY NAME	PROVINCE	EMAIL/WEBSITE	PRODUCTS
FAW Qingdao Automobile Works	Shandong		medium truck (CA1092PK2L4), 21,199 (2000); heavy-duty truck (CA1150PK2L7), 8,801 (2000)
FAW-Daewoo (Yantai) Automotive Engine Co., Ltd.	Shandong		starter, 250,000 (annual capacity); gasoline engine
FAW-Shandong Automobile Remanufacturing Factory	Shandong		medium semi-trailer (SDG9180K), 983 (2000); medium dumper (SNG3120,SNG3090,SNG3090JK), 697 (2000); heavy-duty dumper (SNG3160,SNG3167), 573 (2000); light truck (CA1046K6L), 3 (2000); Pengxiang, Beijing brand
Shandong-Daewoo Automotive Components Co., Ltd.	Shandong		brake; cooling system; suspension
Huachuan Automobile Works	Sichuan		light truck (DZ1040), 14 (2000); light dumper (DZ3040), 2,790 (2000); farm vehicle (DZ1068), 2 (2000); Fangyuan brand
Luzhou Changjiang Machinery Co., Ltd.	Sichuan	yongzi_zy@sina.com www.synchronizerrin.com	synchronizer ring, 2.31 million (2000); bearing, 0.3 million (annual capacity); Feihuan,Chongyi brand
Sichuan Special Purpose Automobile Works	Sichuan		light bus (SCZ6400); special-purpose vehicle (SCZ5600); Yuanda brand
Tianjin Huali Automobile Co., Ltd.	Tianjin		light truck (TJ1040FL,TJ1041FL), 325 (2000); mini truck (TJ1010C,TJ1010FLA,TJ1013F), 461 (2000); light bus (TJ6320G2,TJ6320G2Q,TJ6330GH,TJ6330GEH), 12,270 (2000); Yanpai, Huali brand
FAW Xinjiang No. 1 Automobile Works	Xinjiang		medium truck (CA1092), 21 (2000); medium dumper (TSY3090), 198 (2000); medium semi-trailer (TSY9130), 30 (2000); Jiefang, Tianshan brand
FAW Hongta Yunnan Automobile Co., Ltd.	Yunnan	qifaw@qj.yn.cninfo.net , www.faw-hongta-auto.com.cn	light truck (LJC1042B,LJC1040,LJC1041,LJC1046L), 23,495 (2001); light dumper (LJC3041ABD,LJC3040D), 642 (2000); Lanjian, Jiefang Lanjian brand
VIE Group Corp.	Zhejiang	wananjt@mail.sxptt.zj.cn www.chinawanan.com	power steering; brake master cylinder; brake valve; VIE brand

Source: AMT's China Office

Note: More detail including address, phone numbers and sales figures are available –call the Information Resource Center at 800-544-3597 and request the list of SAW Tier One supplier companies in China.

Appendix 6: U.S. Automobile and Parts Joint Ventures in China

COMPANY NAME	PROVINCE	EMAIL	PRODUCTS
Anqing TP Powder Metallurgy Co., Ltd.	Anhui	atpgs3@mail.hf.ah.cn	valve seat, 10 million (annual capacity); ATP brand
Beijing Delphi Wanyuan Engine Management Systems Co., Ltd.	Beijing	maggie.ma@delphiauto.com www.delphiauto.com	engine management system, 1.5 million (annual capacity)
Beijing Jeep Corp., Ltd.	Beijing	chenz@bjc.com.cn www.beijing-jeep.com	light off-road vehicle (BJ2021), 4,867 (2000); light bus (BJ2020), 5,100 (2000); gasoline engine (BJ2021), 10,053 (2000); Cherokee brand
Beijing Johnson Controls Automotive Trim Co., Ltd.	Beijing		instrument (Cherokee), 10,000 (98); seat cushion (BJ2021, BJ2020S), 7,983 (2000); carpet (Futian), 20,000 (98); door panel, 10,000 (98)
Beijing Tianwei Fuel Injection & Fuel Nozzle Co., Ltd.	Beijing		oil pump (A,AD,PB), 90,000 (2000); fuel injection (S,P,A,AD), 2.6 million (2000)
Beijing Warner Gear Co., Ltd.	Beijing		transmission (BJ2021, BJ2020), 10,949 (2000); distributor box (BJ2020), 20,211 (2000)
Beijing-Monroe Automotive Shock Absorber Co., Ltd.	Beijing	dmsc@mx.cei.gov.cn	shock absorber, 801,000 (2000)
Jingwei Electrical Components Co., Ltd.	Beijing		windshield wiper (BJ2020S, 1041, EQ1061), 37,000 (2000); heater (CA, BJ), 60,000 (2000)
Chongqing Lear-Chang'an Automotive Interior Systems Co., Ltd.	Chongqing	learfina@public.ctq.cq.cn	seat; trim; Jiangling brand
Chongqing Yihong Engineering Plastics Product Co., Ltd.	Chongqing		fuel tank (Alto, Jialing), 11,000 (96); trim (Alto, Charade), 40,000 (96)
Chongqing-Cummins Engine Co., Ltd.	Chongqing		diesel engine (NH, M, K, L10), 303 (2000); Chongqing-Cummins brand
ASIMCO Braking Systems (Guangzhou) Co., Ltd.	Guangdong		brake (Renault, Jiangling, Citroen), 42,129 (2000); vacuum booster, 44,356 (2000); disc brake, 1,477 (2000); Bosch brand
CAC Brake Co., Ltd.	Guangdong	zhcac@asimco_zhuhai.com	brake shoe, 380,000 (99)
Shenzhen-Marshall Automotive Electrical Component Co., Ltd.	Guangdong		ignition coil
Liuzhou ACME Automotive Air Conditioner Co., Ltd.	Guangxi	acme@public.lzptt.gx.cn	air conditioner, 100,000 (annual capacity)
Hebi-New Continental Electronics Co., Ltd.	Henan		ignition coil, 46,000 (98)
Dongfeng Cummins Engine Co., Ltd.	Hubei		diesel engine; Cummins brand

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

COMPANY NAME	PROVINCE	EMAIL	PRODUCTS
Dongfeng-Chuangpu Special Purpose Vehicle Remanufacturing Co., Ltd.	Hubei		semi-trailer; dumper
Dongfeng-Fuji-Thomson Thermostat Co., Ltd.	Hubei	atcltd@public.sy.hb.cn	radiator parts, (99); thermostat
Hubei Delphi Automotive Electric Motor Co., Ltd.	Hubei		alternator (Fookang, Jetta, Red Flag), 58,000 (97)
Hubei Shendian Automotive Electric Motor Co., Ltd.	Hubei	zsbhse@jz.hb.cninfo.net www.qcdj.cbh.com.cn	alternator (EQ), 240,000 (2000); starter, 400,000 (2000)
Lucas-Huayang Automotive Brake Co., Ltd.	Hubei		brake drum, 25,238 (99)
Roulunds Lucas Huangshi Friction Material Co., Ltd.	Hubei		drum brake linings; brake pad; friction material, 336 (99)
Wuhan Changguang Battery Co., Ltd.	Hubei		battery (Fookang, Audi, Santana, Jetta); Weixin brand
Wuhan Lear-DCAC Automotive Electronic Co., Ltd.	Hubei		wire harness
Xianda Automotive Products (Wuhan) Co., Ltd.	Hubei		ignition system (CLX102,CLX103,CLX340,CLX504)
ASIMCO Nanyue (Hengyang) Co., Ltd.	Hunan		high pressure oil pump, 140,000 (2000)
Nanyue Fuel Injection Pump & Nozzle Co., Ltd.	Hunan	hynyc@public.hy.hn.cn	fuel injection pump
Kaihong Coating & Plastics Co., Ltd.	Jiangsu		paint; AK brand
Suzhou-Sonavox Electronic Co., Ltd.	Jiangsu	sonavox@public1.sz.js.cn	audio system (Renault, Fiat, Santana)
Tonghua Semi Trailer Co., Ltd.	Jiangsu	yz.tht@public.yz.js.cn www.chinatrailer.com	semi-trailer (THT9390ZZX), 1,171 (2000); special-purpose vehicle (THT9390TJZ), 1,629 (2000); heavy-duty dumper (THT9390ZZX), 9 (2000)
Torrington Wuxi Bearings Co., Ltd.	Jiangsu	twb@ap.irco.com www.twbearing.com	bearing
TRW (Suzhou) Automotive Electronics Co., Ltd.	Jiangsu	beily@public1.sz.js.cn www.trwsx.com	switch, 150,000 (2000); TRW, Suqidian brand
Xuzhou Kenworth Truck Co., Ltd.	Jiangsu		heavy-duty construction truck
Xuzhou Meritor Axle Co., Ltd.	Jiangsu		driven axle, 13,898(sales) (2001)
Yizheng Shuanghuan Piston Ring Co., Ltd.	Jiangsu	cypr@public.yz.js.cn www.cypr.com.cn	piston ring (YC495Q,YN4100QB,YZ4120Q,CA6102BQ,YC6105QC), 23.59 million (2000)

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

COMPANY NAME	PROVINCE	EMAIL	PRODUCTS
Youxing Machinery and Electronic Industry Co., Ltd.	Jiangsu		wire harness
Zhenjiang Huanqiu Automobile Remanufacturing Co., Ltd.	Jiangsu		light truck, 14 (98); light box vehicle, 10 (98); Baoma brand
Jiangling Motors Corp.	Jiangxi	www.jmc.com.cn	light truck, 29,651 (2001); light bus (Transit), 7,197 (2001); diesel engine (4JB1), 37,663 (2001); Jingling, Jiangling-Isuzu, Transit brand
Jiangxi Fuchang Climate Systems Co., Ltd.	Jiangxi	jxfcgs@public.nc.jx.cn	air conditioner (Transit, Isuzu, UD22), 7,500(sales) (2001); R134a refrigerant, 3,000(sales) (2001); brake, 10,000(sales) (2001); Fuchang brand
Lear-Jiangling Interior Systems Co., Ltd.	Jiangxi	jlisi@public.nc.jx.cn	seat; Jiangling brand
Changchun Tower Golden Ring Automotive Products Co., Ltd.	Jilin	tgr@public.cc.jl.cn	rear axle assembly; frame
Changchun Venture Sammitr Co., Ltd.	Jilin	ccsymj@public.cc.jl.cn www.ventureindustries.com	molds; plastic parts
Jimei Automotive Trimming Products Co., Ltd.	Jilin		radiator cover, 30,000 (95)
FAW United Aluminium Radiator Co., Ltd.	Jilin	uarco@public.cc.jl.cn	radiator, 520,000 (annual capacity)
FAW United Casting Co., Ltd.	Jilin	fawkh@public.cc.jl.cn	transmission case, 30,000 (annual capacity)
Goodyear Dalian Tire Co., Ltd.	Liaoning		tire, 1.51 million (99); Goodyear brand
Jinbei-GM Automobile Co., Ltd.	Liaoning	www.jinbeigm.com	light truck; off-road vehicle; GMC, Chevrolet brand
Shenyang Spicer Automotive Driveshaft Co., Ltd.	Liaoning		drive shaft, 300,000 (98)
Dalian Walker-Gillet Automotive Muffler Co., Ltd.	Liaoning	dwmc@mbox.dl.cei.gov.cn	muffler (JETTA, Transit, CA7200, SY6480), 265673 (2000); catalytic converter (JETTA, Transit, CA7200, SY6480), 265673 (2000); Dalian, Walker Dalian, Walker brand
Federal-Mogul (Qingdao) Piston Co., Ltd.	Shandong	frnotao@public.qd.sd.cn www.federal-mogul.com	piston, 300,000 (annual capacity); AE brand
Goodyear Qingdao Engineering Elastomers Co., Ltd.	Shandong		air conditioner hose; brake hose, (99); Jinshi, Goodyear brand
Jinan Meritor Axle Co., Ltd.	Shandong		front axle (JN1171, STR), 3,420 (2000); rear axle (JN1171), 282 (2000); Meichi brand

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

COMPANY NAME	PROVINCE	EMAIL	PRODUCTS
Yantai Timken Co., Ltd.	Shandong		bearing, 770,000 (96); YT&L brand
Shandong Chengshan Rubber Co., Ltd.	Shandong		tire, 5.01 million (99); Chengshan brand
Shandong Lianmei Automotive Spring Co., Ltd.	Shandong		suspension spring (CH1018,SC1010,SC6330), 600,000 (2000); gas spring (CA6102,EQ491), 2.83 (2000); motorcycle leaf spring (JH125,JH70), 240,000 (2000); Shanchuan brand
Delphi Packard Electric (Shanghai) Co., Ltd.	Shanghai		wire harness (Santana, Buick), 200,000 (annual capacity)
Donnelly Automotive Systems Co., Ltd.	Shanghai		rearview mirror
Federal Mogul Shanghai Bearing Co., Ltd.	Shanghai	fmsb@citiz.net www.shanghaifm.com.cn	bearing (6150Q,STN); Federal Mogul,SZ brand
Raychem Shanghai Cable Accessories Co., Ltd.	Shanghai		wire (Santana, Small Red Flag), 1,000 (annual capacity); Raychem brand
Shanghai Automotive Brake Systems Co., Ltd.	Shanghai		hydraulic brake master cylinder (Santana), 508,200 (2000); brake caliper (Santana), 349,100 (2000); vacuum booster (STN,BUCIK), 133,000 (2000)
Shanghai Carrier Transicold Equipment Co., Ltd.	Shanghai		air conditioner
Shanghai Delco Electronics & Instrumentation Co., Ltd.	Shanghai	sdezjb@online.sh.cn www.sde-cn.com	instrument panel (Santana,Buick)
Shanghai Delco International Battery Co., Ltd.	Shanghai		battery; Delphi brand
Shanghai Delphi Automotive Air-Conditioning Systems Co., Ltd.	Shanghai	jane.zhu@delphiauto.com	air conditioner (Santana, Jetta,Buick,SC7080,SC6331,6350), 353,680 (2000)
Shanghai Delphi Automotive Door Latch & Security Systems Co., Ltd.	Shanghai		door latch (Buick,STN), 135,935 (2000)
Shanghai Dongfeng Morse Control Cable Co., Ltd.	Shanghai		control cable, 300,000 (annual capacity); flexible shaft, 350,000 (annual capacity)
Shanghai Eaton Engine Components Co., Ltd.	Shanghai	www.eaton.com	intake & exhaust valve (Santana), 680,000 (98)
Shanghai Fleetguard Filter Co., Ltd.	Shanghai		oil filter, 5.78 million (annual capacity); filter core, 1.1 million (annual capacity)
Shanghai General Motors Corp.	Shanghai	www.shangshaigm.com	sedan, 58,543 (2001); Buick,Sail brand
Shanghai Huawen Automotive Exhaust System Co., Ltd.	Shanghai		catalytic converter (Buick, Santana)
Shanghai ITW Plastic & Metal Co., Ltd.	Shanghai	itwsh@public4.sta.net.cn	fastener
Shanghai Johnson Battery Co., Ltd.	Shanghai		battery

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

COMPANY NAME	PROVINCE	EMAIL	PRODUCTS
Shanghai Lear Automotive Trim Co., Ltd.	Shanghai		door panel
Shanghai Riyong-UTA Gate Electric Co., Ltd.	Shanghai		cooling fan (Santana, Small Red Flag, Jetta)
Shanghai Saginaw-Dongfeng Steering Gear Co., Ltd.	Shanghai		rack & pinion steering system, 300,000 (annual capacity)
Shanghai Songjiang Lear Automotive Carpet & Acoustics Co., Ltd.	Shanghai		carpet, 10,000 (annual capacity)
Shanghai TRW Automotive Safety System Co., Ltd	Shanghai		seat belt (Santana,Buick), 680,000 (2000)
Shanghai United Roller Bearing Co., Ltd.	Shanghai		bearing; SG brand
Shanghai Walker Exhaust System Co., Ltd.	Shanghai	walker@public8.sta.net.cn	catalytic converter, 32,000 (2000)
Shanghai Yanfeng Johnson Controls Seating Co., Ltd.	Shanghai		seat, 60,000 (2000)
Shanghai Zhongmei Automotive Electronics Co., Ltd.	Shanghai		electronic control device
Shanghai-Lomason Automotive Seating Systems Co., Ltd.	Shanghai	slassco@public.sta.net.cn www.slassco.com	seat frame (Santana, Santana2000), 200,000 (96)
TRW (Shanghai) Engine Valve Co., Ltd.	Shanghai		engine valve
Yanfeng Visteon Automotive Trim System Co., Ltd.	Shanghai	yfeng1@mail.yt.sh.cn www.yf.sh.cn	instrument panel (STN), 291,000 (2000); seat cushion (STN), 280,000 (2000); bumper (STN), 137,000 (2000)
Shanxi International Casting Co., Ltd.	Shanxi		casting
Sichuan Danchi Industry Co., Ltd.	Sichuan		transmission gear (462Q), 4,295,161 (2000); motorcycle gear, 2,631,451 (99)
Sichuan Shuangtai Wheel Co., Ltd.	Sichuan		motorcycle wheel rim (125, 70, 50), 2,327,500 (99); Sanquan brand
Tianjin Delphi Shock Absorber Co., Ltd.	Tianjin		shock absorber (TJ1010, TJ7100,BJ2020 , TJ1043), 302,442 (2000)
Tianjin Wix Filter Co., Ltd.	Tianjin		oil filter (376Q), 1.36 million (2000); Wix brand
Borg-Warner Shenglong (Ningbo) Co., Ltd.	Zhejiang	dcheng@cs.bwauto.com www.borgwarner-china.com	viscous fan drive; plastic fan; water pump
Hangzhou Perfection Friction Material Co., Ltd.	Zhejiang	saide@mail.hz.zj.cn	clutch facing, 1.65 million(sales) (2001); brake, 382,000(sales) (2001)
Hangzhou Wanxiang Drive Shaft Co., Ltd.	Zhejiang	wccd@xs.hz.zj.cn www.wanxiang.com.cn	drive shaft, 1 million (annual capacity); Qianchao brand

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

Company	Province	Executive	Email/Website	Products
Yantai Timken Co., Ltd.	Shandong	Zhou Raosheng		bearing, 770,000 (96); YT&L brand
Shandong Chengshan Rubber Co., Ltd.	Shandong	Zheng Weifeng		tire, 5.01 million (99); Chengshan brand
Shandong Lianmei Automotive Spring Co., Ltd.	Shandong	Zhang Jianguo		suspension spring (CH1018,SC1010,SC6330), 600,000 (2000); gas spring (CA6102,EQ491), 2.83 (2000); motorcycle leaf spring (JH125,JH70), 240,000 (2000); Shanchuan brand
Delphi Packard Electric (Shanghai) Co., Ltd.	Shanghai	Gougarty Nancy		wire harness (Santana, Buick), 200,000 (annual capacity)
Donnelly Automotive Systems Co., Ltd.	Shanghai	Xia Daoyu		rearview mirror
Federal Mogul Shanghai Bearing Co., Ltd.	Shanghai	Ruddy Brian; Xu Dong	fmsb@citiz.net, www.shanghaifm.com.cn	bearing (6150Q,STN); Federal Mogul,SZ brand
Raychem Shanghai Cable Accessories Co., Ltd.	Shanghai	Lo Robert		wire (Santana, Small Red Flag), 1,000 (annual capacity); Raychem brand
Shanghai Automotive Brake Systems Co., Ltd.	Shanghai	Sun Hongguang		hydraulic brake master cylinder (Santana), 508,200 (2000); brake caliper (Santana), 349,100 (2000); vacuum booster (STN,BUCIK), 133,000 (2000)
Shanghai Carrier Transicold Equipment Co., Ltd.	Shanghai			air conditioner
Shanghai Delco Electronics & Instrumentation Co., Ltd.	Shanghai	Yang Yi; Clancey Kevin	sdezjb@online.sh.cn, www.sde-cn.com	instrument panel (Santana,Buick)

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

Company	Province	Executive	Email/Website	Products
Shanghai Delco International Battery Co., Ltd.	Shanghai	Gibbs Steven		battery; Delphi brand
Shanghai Delphi Automotive Air-Conditioning Systems Co., Ltd.	Shanghai	Yu Shuli	jane.zhu@delphiauto.com	air conditioner (Santana, Jetta, Buick, SC7080, SC6331, 6350), 353,680 (2000)
Shanghai Delphi Automotive Door Latch & Security Systems Co., Ltd.	Shanghai	Seiter Jerry		door latch (Buick, STN), 135,935 (2000)
Shanghai Dongfeng Morse Control Cable Co., Ltd.	Shanghai	Bent Ellen		control cable, 300,000 (annual capacity); flexible shaft, 350,000 (annual capacity)
Shanghai Eaton Engine Components Co., Ltd.	Shanghai	Wolthuis Richard	www.eaton.com	intake & exhaust valve (Santana), 680,000 (98)
Shanghai Fleetguard Filter Co., Ltd.	Shanghai	Ma Hengnan		oil filter, 5.78 million (annual capacity); filter core, 1.1 million (annual capacity)
Shanghai General Motors Corp.	Shanghai	Chen Hong	www.shangshaigm.com	sedan, 58,543 (2001); Buick, Sail brand
Shanghai Huawen Automotive Exhaust System Co., Ltd.	Shanghai	Dai Lerong		catalytic converter (Buick, Santana)
Shanghai ITW Plastic & Metal Co., Ltd.	Shanghai	Wang Xunbiao	itwsh@public4.sta.net.cn	fastener
Shanghai Johnson Battery Co., Ltd.	Shanghai			Battery

Appendix 6: U.S. Automobile and Parts Joint Ventures in China, Continued

COMPANY NAME	PROVINCE	EMAIL	PRODUCTS
Jianxin Rubber Factory	Zhejiang		rubber seal
Ningbo Eaton Shenglong Co., Ltd.	Zhejiang		fan clutch
Saginaw Xiaoshan Steering Gear Co., Ltd.	Zhejiang	sxsg@xsptt.zjpta.net.cn	steering system
TRW Ningbo Fastening Systems Co., Ltd.	Zhejiang		fastener (Santana, Jetta, Audi)

Note: More detail including address, phone numbers and sales figures are available –call the Information Resource Center at 800-544-3597 and request the list of U.S. JVs in China – Auto and Auto Parts.



Appendix 7: U.S. Automobile and Parts WOFEs in China

COMPANY NAME	EMAIL	WEBSITE	PRODUCTS
Arvin Meritor Automotive System (Zhenjiang) Co., Ltd.			window regulator; lock
Asimco Components Co., Ltd. (Anhui)	webmaster@asimco-ah.com	www.asimco-ah.com	rubber components (N/A); hydraulic jack (N/A); Asimco brand
Delco Electronics (Suzhou) Co., Ltd.			radio (Jetta, Buick); engine control module (Buick, Jetta)
Delphi Packard Electric (Baicheng) Co., Ltd.			wire harness (JETTA,AUDI,HFJ6350,LZW6320,CH1018), 42,063 (99)
Delphi Packard Electric (Guangzhou) Co., Ltd.			wire harness, 250,000 (annual capacity)
Delphi Shanghai Steering and Chassis Systems Co., Ltd.			steering gear; brake drum
Gates Nitta Belt Co., (Suzhou) Ltd.	ytao@gates.com	www.gates.com	timing belt
Houghton (Shenzhen) Co., Ltd.	info@houghton.com.cn	www.houghton.com.cn	lubricant; hydraulic fluid; metalworking fluid
KIC Suzhou Automotive Parts Co., Ltd.	kicsz@public1.sz.js.cn		axle
Master Chemical Shanghai Ltd.	-		metalworking fluids, cleaners and recycling equipment
Minshing Industry Co., Ltd.	jls@mail.minshing.com		wheel rim, 700,000 (2000); CARTEC,MICES brand
Ningde Dayang Electrical Component Co., Ltd.			ignition coil, 200,000 (99); Tongshuai brand

Appendix 8: Related Websites

Chinese Government

China's State Administration for Entry-Exit And Quarantine	www.ciq.gov.cn
China's State Administration for Foreign Exchange	www.safe.gov.cn
Ministry of Foreign Trade and Economic Cooperation	www.moftec.gov.cn

Trade Associations

AMT- The Association For Manufacturing Technology	www.AMToonline.org
AMT – China Offices	www.amtchina.org
CMTBA	www.cmtba.org.cn

Newspapers, Journals and Periodicals

China Business Press	www.chinabusiness-press.com
China Daily	www.chinadaily.net
Far Eastern Economic Review	www.feer.com
Hong Kong Standard	www.hkstandard.com
The Economist	www.economist.com

U.S. Government

Export-Import Bank	www.exim.gov
Overseas Private Investment Corporation	www.opic.gov
U.S. Department of Commerce	www.doc.gov
U.S. Census Bureau	www.census.gov
U.S. International Trade Administration	www.ita.doc.gov

Non-Government Organizations

American Chamber of Commerce - Beijing	www.amcham-china.org.cn
American Chamber of Commerce – Shanghai	www.amcham-shanghai.org
Asian Development Bank	www.adb.org
International Monetary Fund	www.imf.org
The United Nations	www.un.org
The World Bank	www.worldbank.org
U.S.-China Business Council	www.uschina.org

